

CHEMIST & DRUGGIST

the newsweekly for pharmacy

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CHEMIST & DRUGGIST

111th year of publication Vol. 192 No. 4681

The newswweekly for Pharmacy

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Publisher Donald Gaffney, M Inst M

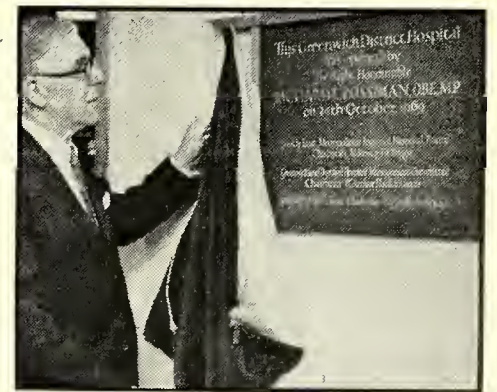
Published every Saturday by Morgan-
Grampian (Publishers) Ltd, 28 Essex Street,
Strand, London WC 2. (01-353 6565)

Subscription department Summit House,
Glebe Way, West Wickham, Kent. 01-777
8271

Home and Overseas £6 pa; 5s per copy
(including postage)

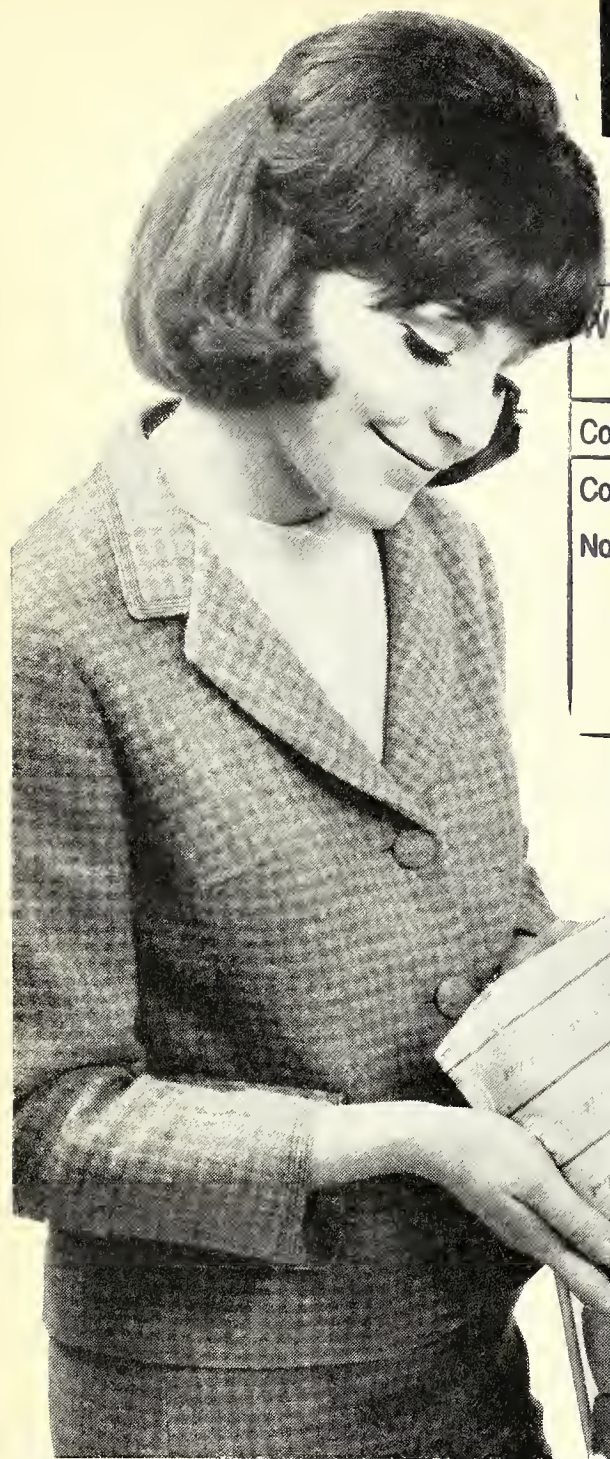
Contents ©

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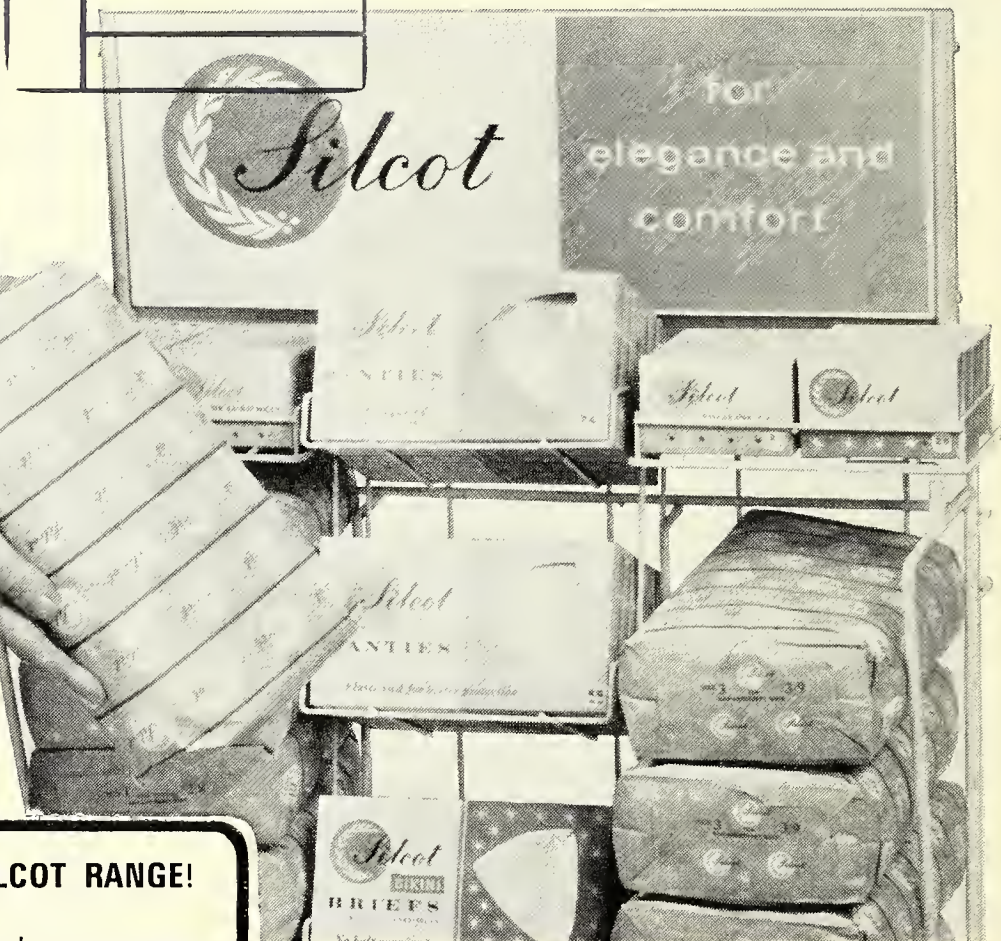


The Secretary of State for Health and Social Security, Mr Richard Crossman, officially opens "Europe's most modern hospital" (see "prototype for the hospital pharmacy", page 394)

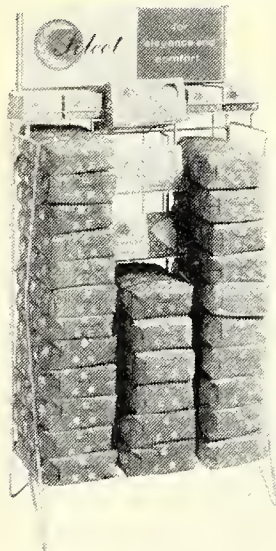
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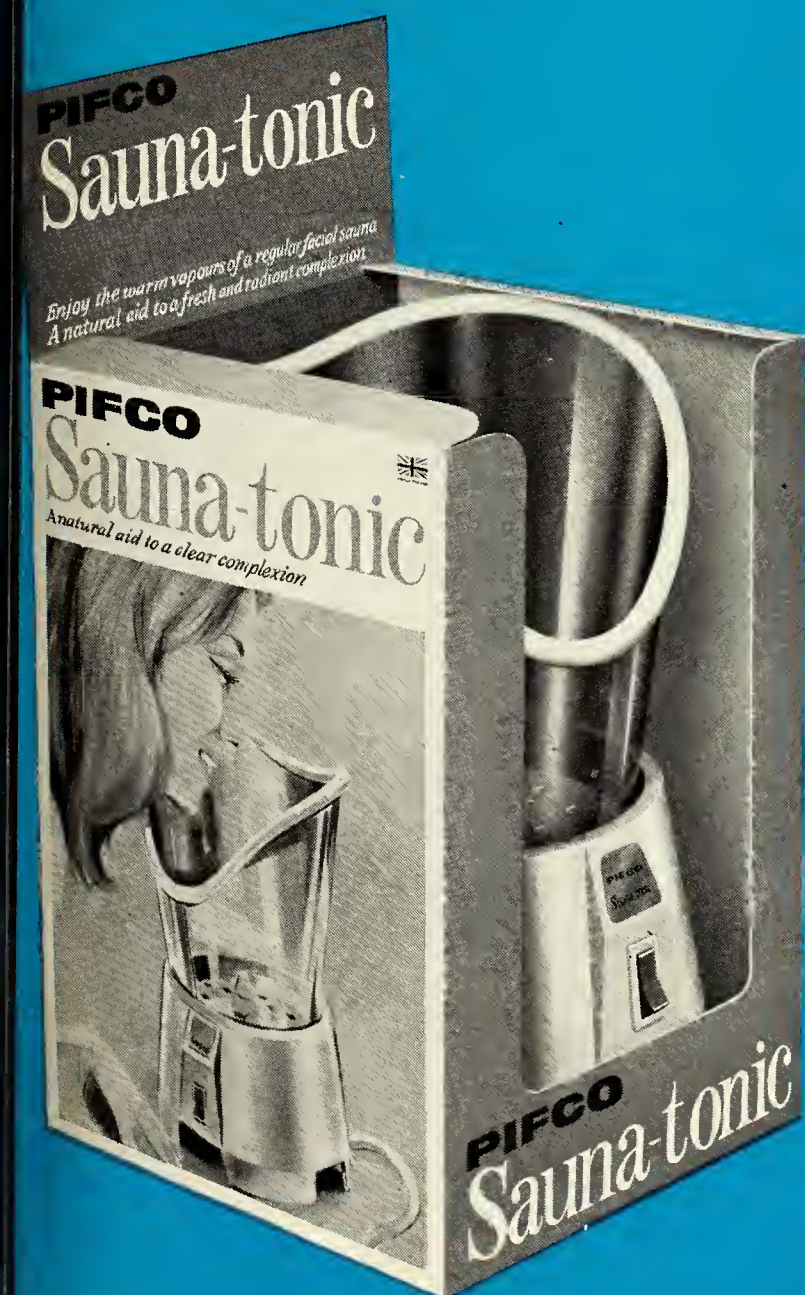
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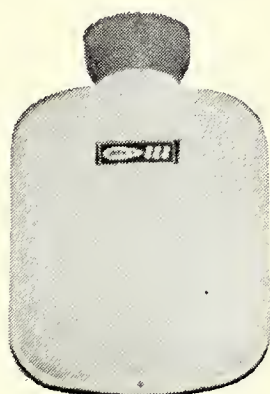
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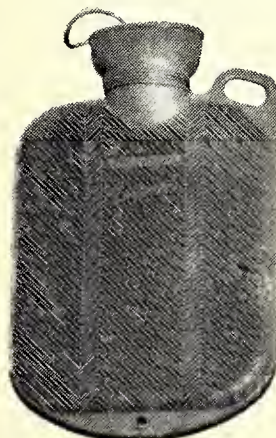
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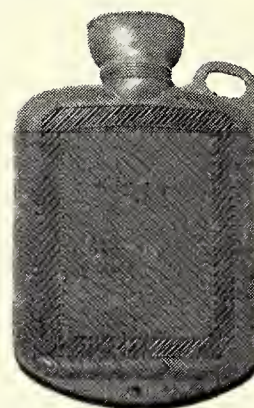
CANNON SUPERB
(Extra Large)
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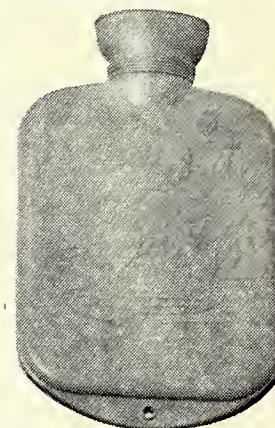
CANNON 666 (Large)
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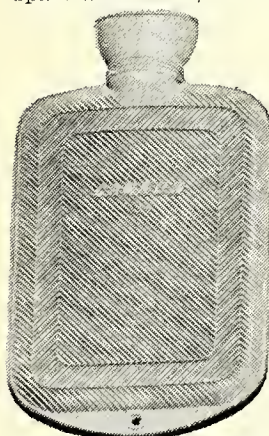
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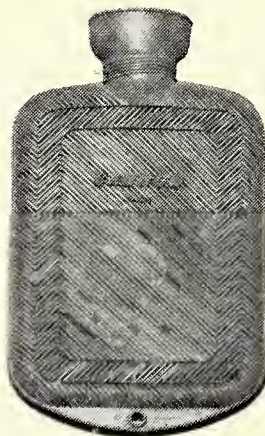
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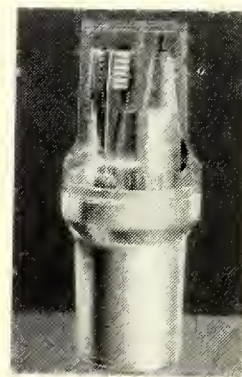
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'mummee-e-e'



There is now a new, effective counter prescription for the distressing symptoms of colds, hay fever, catarrh and bronchial congestion in children.

The name is Secron.

Specially formulated for children, Secron contains medicants of proven therapeutic value* masked in a palatable vehicle.

So (unlike nasal drops) Secron is acceptable to children.

And (unlike other systemic decongestants) Secron contains no antihistamine.

Ethical packaging emphasises Secron's development in the dispensary.

Retailing at 4/6d, Secron offers a profit margin comparable to most galenicals, with introductory bonus terms and parcel discounts available.



new secron
the unique counter prescription for
nasal/bronchial congestion in children

* Phenylpropanolamine 7.5 mgm, Guaiphenesin 30 mgm.

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No clamp-down yet on the sale of cyclamate tablets

The ban on the use of cyclamates in food and drink announced by the Minister of Agriculture, Fisheries and Food does not yet extend to cyclamates sold in the form of artificial sweeteners or to pharmaceutical preparations containing cyclamate.

A spokesman for the Ministry of Health told *C&D* on October 28 that the matter had been referred to the Committee on Safety of Drugs. Until they had examined the evidence and reached a conclusion things remained as they were before the Minister of Agriculture's announcement.

The Minister's statement that it was intended to amend the Soft Drinks Regulations, 1964 and the Artificial Sweeteners in Food Regulations, 1967, to prohibit the sale of food or drink containing cyclamates after January 1 has produced differing reactions among the three companies marketing cyclamate containing sweetening tablets in Britain.

Allen & Hanbury's, Ltd, have stated that in view of the Government's decision they are suspending marketing of Minnim's Cubes (see p 410).

Still selling

Interfran Product Management, Ltd, who distribute the combined saccharin-cyclamate preparation Assugrin cubes have announced that the cubes will continue to be sold in world markets through pharmacists.

They are sending customers a memorandum prepared by the German Green Cross organisation which is described as comparable to the British Diabetic Association. A covering letter explains that even before the severe new limits for cyclohexylamine (25 ppm) imposed by the United States Food & Drug Administration Assugrin had been formulated well below those limits.

Lenbrook Laboratories, Ltd said that they were making no announcement about sales of Sweetona until Thursday of this week.

The Council of the Pharmaceutical Society are to consider cyclamate sweeteners in the light of the Minister of Agriculture's statement at a meeting which is being held on November 4.

Call for NHS 're-think'

A "complete re-think" of the basic principles of National Health Service finance was called for by Dr Albert Manning in his presidential address to the Medical Practitioners' Union in London this week.

Unless taxation was increased to inject more money into the service, then alternatives—including direct payment by patients — would have to be tried.

It had always been Union policy to support the NHS on a free-on-demand basis, he declared.

Beauty aids challenge?

Grocers could be making a major error in concentrating on fast-moving lines only.

That message is contained in a survey published under the aegis of the Institute of Food Distribution and prepared by John Gordon and Associates.

The report suggests that the highest profit potential for supermarkets and grocers is not in food but in health and beauty

products such as "indigestion remedies, toothpastes, after shave lotions, hair sprays and similar products," which last year had sales amounting to £242 million compared with a 1963 figure of £195 million.

John Gordon & Associates state that "thousands of supermarket managers" are to receive the report. At the same time manufacturers of toiletry and medicinal products "such as Beechams, Colgate and Unilever, will be preparing presentations to supermarket head offices in an attempt to help the food industry increase its sales and profits."

(Preliminary details were given in the *C&D*, May 30, p 380).

Oxygen supplies for the home

It seems unreasonable to expect the chemist to provide a 24-hour emergency oxygen service, particularly in rural districts, says a report of a Scottish Standing Medical Advisory Committee subcommittee.

However, arrangements for chemists to supply long-term domiciliary oxygen therapy equipment is thought to be reasonably satisfactory.

For emergency purposes, it is suggested that doctors should carry their own portable oxygen set, provided free of charge. Portable cylinders could be recharged from a large cylinder kept by the doctor or be exchanged by the chemist.

Chemists could themselves recharge the cylinders or carry a stock of them.

Industry accepts new voluntary price scheme

There is a general feeling within the pharmaceutical industry that the revised Voluntary Price Regulation Scheme details of which were given in the *Chemist and Druggist* last week (p. 376) should work reasonably well for Government and industry alike — provided it is interpreted in the spirit in which it is formulated.

From the industry's side, the Association of the British Pharmaceutical Industry say there must be a sufficient margin to take account of research expenditure and encourage overseas marketing.

The new scheme is scheduled to become operative on November 17, and is expected to run for a minimum of three years.

Regret over N.P. labelling delay

The Committee on Safety of Drugs in its report for the year to December 31, 1968, expresses disappointment that procedure has not yet been introduced for implementing the labelling of medicines containers with the name of the drug ordered unless otherwise specified by the prescriber.

They reiterate their view that this procedure would help greatly to secure safe use of drugs, and point out that the medical profession favours the reform "and finally the Pharmaceutical Society has agreed in principle."



Popsie, a two-year-old Indian merlin, and her owner Mr Roy Saunders of the Welsh Hawking Club, visited the department of pharmacy, University of Wales Institute of Science and Technology, Cardiff, on October 21 when Mr Saunders addressed Cardiff Pharmacists' Association on falconry. Popsie and her owner are here seen with Mr Dengar Evans, chairman, and Mr C. M. Patel, secretary of the Association

'Prototype' for the hospital pharmacy

The pharmacy department in the forefront of a new hospital development? Unprecedented or not, that is true of "Europe's most modern hospital" a new building in the Greenwich District group.

Officially opened on October 24 by the Secretary of State for Health and Social Security (Mr Richard Crossman) the hospital has a special significance in being the first to be designed as a joint exercise by the Department and the South-east Metropolitan Hospital Board.

Avowedly experimental, it has been "designed to prove the feasibility of various pieces of research in the field of hospital planning."

The group pharmacist, Mr G. W. Watchorn, has taken full advantage of his exceptional opportunity. From the time, seven years ago, when the development was first mooted, he has been a member of hospital staff committees concerned with the design, has studied the best achievements in other new hospitals, and has been in direct communication with the chief architect, the Department's Mr Howard Goodman.

Access

The pharmacy department is located on the lower ground floor, with internal access by spiral staircase to an out-patient dispensary above.

(In the dispensary good use has been made of Fynestore fittings to house stocks of tablets, etc, in minimum space, and the pharmacists work at "stations", each fully independent (own bench, desk slope, labels shelves, drawers and cupboards below).

Most attractive feature of the dispensary is its outlook on to the carpeted out-patient waiting area and hospital entrance.

That is because the four hatches in sequence are glass-fronted. The patient handing in his prescription is given a numbered half-token, the other half being attached to the prescription. When the medicine is ready the pharmacist takes it to the window, presses a button that lights up above it the patient's number, and the patient comes forward to collect it. The system is readily seen in illustration above where a patient is receiving his medicine.

The department itself—5,000

sq ft including the dispensary (rising to 5,800 at phase III)—is geared principally to pre-packing and sterile production.

The prepacking relates to ward stocks, which are replenished by a topping-up system that keeps them fully under pharmacists' control and ensures that every used container is replaced with a full one bearing a fresh label. Tablet counting is done electronically and cadet nurses spend some training time assisting in the department.

A tube-filling machine is on order, and antiseptic solutions are prepared within the department. A quality control laboratory is equipped with spectrophotometer polarimeter, Mettler balances etc for carrying out all tests except pyrogen testing to ensure the quality of both raw materials and finished products.

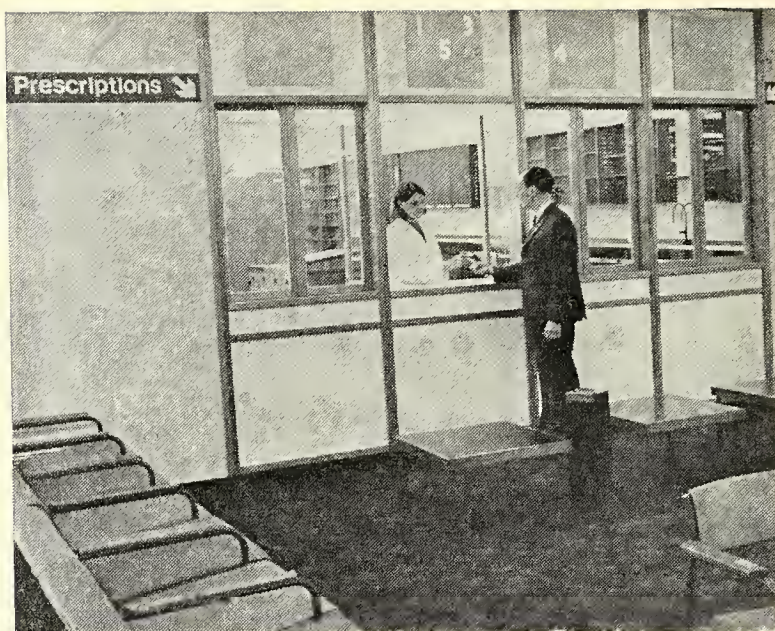
Work-flow

Layout of the department is on a work-flow pattern that minimises both handling and area (corridor space totals only 640 sq ft). Bottles are washed on a multi-jet machine that gives a final rinse in distilled water before oven-drying.

Two Amsco stills deliver distilled water in the quantities required, some by pipeline to downward vertical taps in the manufacturing laboratory. Pre-filtration will shortly switch to the use of membrane filters.

A cool store, 50 sq ft in area, includes a unit for maintaining antibiotics, heparins, etc, at 10°C as well as a refrigerator for sera and vaccines.

Apart from the pharmacists on the staff (Mr Watchorn himself, Miss P. M. Brook and Miss M. Martin), two technicians and a domestic worker carry



out the operation under a work-sheet system.

'For 300,000 patients'

Most district general hospitals should be planned to serve at least 200,000 people—and up to 300,000 or more in the major concentrations of population—states the committee of the Central Health Services Council in its report "The Functions of the District General Hospital" (HM Stationery Office, price 3s).

Other recommendations include the suggestion that general practitioners should be offered part-time work in relevant specialities at general hospitals perhaps including the responsibility for the care of some of their own patients, but that such arrangements should envisage general practitioners working with the hospital doctors in the ordinary wards.

The committee also suggests that the small hospitals in the same peripheral country towns should be retained, but that they should have a limited rôle and attempt to provide a complete hospital service to their community.

They should give "day-to-day medical cover" provided by local general practitioners "with such help from the specialist staff at the district general hospital as can be given at a

distance."

The Secretary of State for Social Services and the Secretary of State for Wales, in accepting the report, point out that more thought must also be given to the best way of providing for those requiring long-term care and also to the functions of smaller hospitals supplementary to the district general hospitals.

Changes at the Institute

From July 1, 1970, membership of the Institute of Pharmacy Management will be restricted to those pharmacists who have taken a recognised examination in business studies or have attended the course arranged for the Institute and passed the examination afterwards.

Membership via associateship will cease on that date, said the Institute's chairman (Mr G. B. Green) at the annual conference held in Leamington Spa, October 26-27.

The Institute had a successful year said Professor J. M. Rowson (president). In the future he hoped the Institute would diversify its work and become more "outward looking." A specialist from overseas should be invited to address one of the sessions at next year's conference and the number of papers should be increased from the present four. He also suggested that when the British Pharmaceutical Conference met in 1971 in its new format, Institute members should present papers in the professional group.

See also "How do your sales of cosmetics compare with your rivals?" (p 406), "Getting a new shop off the ground in 1969" (p 400) and other papers (p 408).

The CHEMIST AND DRUGGIST is adopting a new system of addressing wrappers as from the issue dated November 8. That has involved the collating and checking of 14,000 names and addresses. Whilst strict systems of checking have been adopted it is possible that some errors have slipped through. If subscribers do not receive their copies in the normal way, please advise A. A. Golding, Subscription Manager, Morgan-Grampian (Publishers) Ltd., Summit House, Glebe Way, West Wickham, Kent and quoting reference C & D JM.

Many happy deliveries from new warehouse

Not many wholesalers give themselves a new warehouse as a birthday celebration. But how many, after all, can trace back their ancestry for 150 years? Or boast 98 years of actual wholesaling?

The origins of Bradley & Bliss, Reading, as a partnership is attested by a still extant deed dated 1871, that features in a sesquicentenary booklet compiled by Mr E. E. Stennett and brought out to coincide with the formal opening of the new depot. In the document Charles Bradley, chemist and druggist, Ashbourne, Derbyshire, and Thomas William Bliss, Birmingham, Warwicks, agree to purchase the business of a chemist and druggist at Market Square, Reading.

The earlier history of that business is traceable back to 1817, and the premises are still in use as a pharmacy, though the name on the fascia is Dyson, and the proprietors are J. P. Bate Ltd. That company is independent of Vestric Ltd, who became the owners of the Bradley & Bliss organisation in 1965 by absorbing the BDH Group, which had acquired it during the previous year.

When Vestric took it over, the business was being operated from five sets of premises in the town, one of them on five floors. It was an obvious advantage to bring them all under one roof, but the new warehouse does much more than that.

On the new trading-centre site at Bridgewater Close in

north-west Reading there is not only ample area for loading and quickly dispatching the depot's sixteen delivery vans, but 35,000 sq ft of warehouse space on two floors, each laid out to deal speedily and efficiently with a complicated stock in trade in which "ethicals" take top priority; in which photographic supplies and surgical appliances figure much more prominently than in most other wholesale pharmaceutical warehouses; yet in which a full range of proprietary medicines, cosmetics and chemists sundries is maintained for chemists and hospitals in the town and surrounding catchment area.

The building consists of a 2-storey office block and single-storey warehouse, the warehouse fitted out with the most modern equipment available for the efficient processing of orders. Within a short time of occupying the new premises the staff of 65 were handling 1,000 orders a day.

The depot is in process of being computerised, with further advantages to chemist customers in speed and efficiency.

Before unveiling a plaque and declaring the depot officially open (it has in fact been in operation for several weeks),

the company's chairman (Mr A. E. Bide), wished Mr Stennett well in his forthcoming retirement after 43 years with the company, and its predecessors.

Local chemists were introduced to the inner workings of the warehouse by the projection of coloured slides at a social evening on the day of the official opening. Mr Bide, who presided, introduced fellow directors and others and the slides were accompanied by a commentary by the branch manager Mr B. D. Bird.

Controversy over fructose product

A proprietary brand of fructose was launched recently amid a burst of controversial publicity.

The product, Nine, made by Freshdell Ltd, 100 Charing Cross Road, London, claims to reduce the blood-alcohol level after drinking. The distributors say they have clear backing from a number of reputable research scientists after clinical trials.

A spokesman for the Pharmaceutical Society said the Ministry of Transport is reported to be testing the claim that Nine genuinely decreases the level of alcohol in the blood and the Society's attitude to the product will be influenced by the result of the test. For a number of years the Society has voiced its opposition to the supply of products that purport to mask the effects of alcohol.

Jaynox Ltd have refused on ethical grounds to sell the product.

University awards

Prizes to the value of 114 guineas, contributed by the pharmaceutical industry, local bodies, and officers of the branch and the association, were presented by Dr David Jack, director of research — Allen and Hanburys Ltd, to students in each of the four years in the pharmaceutical department of the University of Manchester, recently.

Professor K. Bullock gave a report of the work done in the department in the year, he concluded his report on a very optimistic note on the future of the pharmacy degree course in general, and of the department in particular.

Dr Jack said in his address that drug research in this country cost an average of £15 million per annum and that the purpose of this research was to try to make better medicines. Ailments which are common are often poorly and inadequately catered for, whereas rare diseases command a disproportionate amount of money and effort.

He said that most people thought it was the first function of the management of the British pharmaceutical industry to make profit, this he said, was not so, it was their first duty to provide a service. "If this is a necessary and beneficial service, the profit will follow."

Irish news

Examination successes

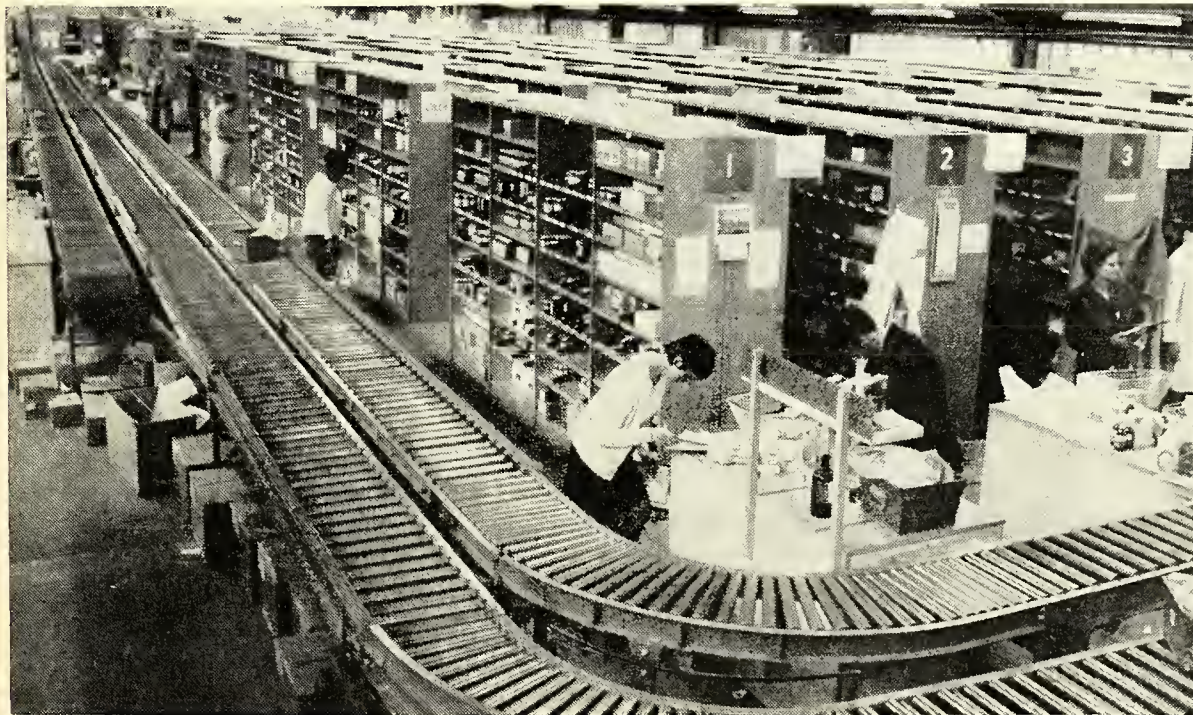
The following candidates have passed the autumn, 1969, examination for the degree of B.Sc (Pharm) of University College, Dublin:

SECOND CLASS HONOURS: Bridget C. Kelly, C. Pettit.

PASS: Patricia Aruwajoye, Helena Cahill, B. D. M. Cassey, P. A. Coffey, D. V. Cronin, J. F. Flanagan, J. J. Forristal, Catherine J. M. Gordon, D. J. Hickey, Ranjith Lalloo, J. A. Leahy, Christina McBrearty, Patricia A. McDermott, Teresa C. McDonald, J. A. McElwee, Mary O'Connor, Catherine M. O'Donnell, N. R. Thom.

Successful candidates in the Pharmaceutical Society of Ireland's Second Professional examination (section A) were Aine R. M. Madden, F. M. Molloy.

The Pharmaceutical Assistants' examination was passed by Mrs Kathleen M. Goulding, Margaret M. Roe.



A view of the new warehouse

NEWS IN BRIEF

□ The existing general and supplementary allowances in Scotland of 0.05d and 0.27d per prescription respectively, payable to chemist contractors and appliance suppliers to cover any losses incurred in respect of uncollected prescription charges are unchanged, following a survey carried out by the Department in conjunction with the Pharmaceutical Standing Committee (Scotland). The list of chemists who qualify for the supplementary allowance of 0.27d per prescription has, however, been revised. The revised list is effective as from October 1.

□ The Scottish Home and Health Department has issued to doctors a table comparing the costs of some proprietary and standard analgesics.

□ Of the 226 samples of drugs and medicines taken for examination by the Kent County Council in the year ended March 31, only 11 were found to be unsatisfactory.

□ The second instalment of the reductions in import duties undertaken by the United Kingdom in the Kennedy Round of international tariff negotiations becomes operative on January 1, 1970. An order published as SI 1969 No 1413 giving effect to the change was laid before Parliament on October 22.

□ The Solvents in Food Regulations 1967 (see *C&D*, November 11, 1967), come into force on November 3. Orders for ethyl alcohol and isopropyl alcohol, BP, destined for use as ingredients in food must be so endorsed. A statement by a distiller is on p. 410.

□ The story of Edward Jenner, the discoverer of vaccination, will be told in a dramatised documentary on BBC Radio 4 on November 19. The programme deals with his work in discovering the vaccine, and the opposition he received from both laymen and medical colleagues. It also reflects other sides of Jenner's personality.

□ Five shop stewards, members of the Union of Shop, Distributive and Allied Workers, visited TUC headquarters in London on Wednesday to discuss the two-week-old strike at the Beeston and Nottingham warehouses of Boots Ltd (*C&D*, October 25 p. 369).

We regret that the omission of quotation marks in one section of Xrayser's column last week may have been misleading. The sentence "In the past, advertising of 'patent' medicines was justifiably criticised for attempting to create unnecessary or even irresponsible demand. This has changed. No manufacturer, for example, would now try to encourage daily use of laxatives or continued regular use of analgesics," was part of Mr Teeling-Smith's remarks, and the views he was expressing were not those of Xrayser. To all concerned we apologise for the typographical error.—EDITOR.

The Xrayser column

A world of change

It is a commonplace that the world is full of change. Modern science has made it possible for man to leave his own world and set foot on the moon. We accept that, while perhaps refusing to accept that the changes about us cannot leave pharmacy untouched.

For a hundred years cities remained unaltered to any great extent, and a pharmacy was to be found within easy reach of almost any household. But the pattern of modern life has altered dramatically with the erection of large blocks of flats, each equivalent almost to a small town and, in order to find the land on which to build, enormous areas of old houses have been razed to the ground.

Streets have disappeared and districts have become unrecognisable, so that it becomes quite easy to understand the situation portrayed in Stacy Aumonier's brilliant short story called "Where was Wych Street?" And in the clearances, streets of established shops have gone, including pharmacies that have served generations and appeared to be indestructible.

Such new development has led to changes in the practice of medicine, though other influences have also been at work, and doctors now display a gregariousness unknown before the advent of the National Health Service. It has been found vastly more convenient and efficient to operate from a centre specially constructed, with the inestimable advantages of nursing help and a secretariat to make appointments and attend to the hundred-and-one other duties which consumed medical time in the past. All of that does not leave pharmacy unaffected, but there are other changes.

The new pharmacist

Thirty years ago, the entrant to pharmacy went straight from school to become an apprentice. At an impressionable age he was inducted into active practice and he became acquainted with the art under actual practising conditions. He may or may not have had a satisfactory training, but when, after three or four years, he had completed his course, he went to a college of pharmacy already knowing the best and the worst that his choice of career had to offer.

I am not arguing the merits of the system compared with that of today, but merely stating a fact. Now we are beginning to find that the graduate of a university, who may never have set foot in a pharmacy except as a customer, is not finding life what he expected it to be when he set out to acquire his training under general practice conditions.

It must be expected, then, that he will show some interest in the address of Mr Albert Howells (president, Pharmaceutical Society) on the subject of health centres, in which he dealt with the benefits to patient, medical practitioner and pharmacist when the pharmacy was established in the centre, though the speaker did list some possible disadvantages.

He mentioned, also, the non-traditional chemist's shop which restricted itself to dispensing and the sale of medical and surgical requisites, standing somewhere between the health centre and the traditional chemist's shop.

Runcorn

At the same meeting, Mr W. J. Tompkins reported (p.371) on the non-traditional pharmacy at Runcorn. There is something of the pioneer in Mr Tompkins, who has broken virgin soil in company with a small but growing population. There have been initial problems, for the pharmacy was opened when there were too few houses to support it, but that is rapidly being put right as the new town grows and the people move in. It may be that Mr Tompkins is also the pioneer of pharmacy of the future, and he is in the fortunate position of not having to worry about promotional offers, price-cutting and the NPU as described on another page.

COMPANY NEWS

Macarthy's fewer retail outlets

The number of retail pharmacies owned by Macarthy's Pharmaceuticals Ltd has fallen from 68 to 59 during the 12-month period ended April 30. The turnover of the residual business, however, increased from £2.29 m to £2.52 m. Giving that information to shareholders Sir Hugh Linstead (chairman) adds that £45,000 was spent on repairs and renovations to retail premises but the figure was unlikely to exceed £20,000 in the current and future accounting periods. John Bell & Croyden's premises would have increased shopping area during next spring.

As previously stated (see *C&D*, October 11, p 328) there was a sharp fall in profitability in the wholesaling sector—the Hanwell depot, recently closed, incurred a loss of £41,000. Despite closure of some depots in 1968 turnover went up from £15.4 m to £16.6 m and that trend continues.

NPUM on target

NPU Marketing Ltd, which suffered a trading loss on the year to March 1969, is achieving sales and margins broadly in line with targets, said the chairman (Mr J. C. Bond) at the annual meeting of NPU Holdings Ltd and NPU Marketing Ltd, on October 28. There should be a "useful net profit for 1970-71," he added. The directors hoped to pay a dividend, "albeit at a reduced rate," so as to keep shares in the dividend list during the development period. No shareholders turned up for the meeting. Either they were well satisfied or the Piccadilly Tube strike prevented them from getting through. The 7½ per cent dividend for NPUH already published (*C&D*, October 11, p 328) was agreed.

New shop fails

Creditors of Warwick Pharmacy Ltd, 276 Harrow Road, London, W2, at a meeting on October 23, expressed dissatisfaction at the company's position after such a short period of trading. They had been told that over its whole period of trading of eleven months there had been a gross loss of about £1,400 and a net trading loss of £7,424. An approximate statement of affairs disclosed liabilities amounting to £13,164, of which £7,665 was owing to some 50 trade and expense creditors, £1,727 in respect of bank overdraft, £3,276 directors' loans, and £496 to partly secured creditors.

Assets were estimated on a "break-up" basis to realise £1,345, less £879 due to



Directors of NPU Holdings Ltd at the Company's annual meeting on October 28.

preferential creditors, leaving net assets of £466, or a deficiency of £12,698, subject to the costs of liquidation. The directors agreed to withdraw their claims of £3,276 in favour of other creditors.

The company was incorporated on July 12, 1968, with a nominal capital of £100 in shares of £1 each, of which three only had been issued, and the directors and shareholders throughout had been Mr M. Blum and Mr and Mrs S. Blum.

The meeting was told that the company was granted a lease of premises in Harrow Road by the Greater London Council and commenced trading on November 18, 1968. The shop cost some £4,000 to equip, part of which was provided by the directors and the balance on hire purchase. The shop was part of a new development, opposite a large block of flats, and in the first month or so business was not as good as expected and to attract customers the company began cutting prices. Shortly afterwards a large multiple concern opened a shop nearby which greatly increased competition and was the main reason for the company's failure.

It appeared the gross takings were about £240 a week and wages took £67.

A resolution was passed confirming the voluntary liquidation of the company with Mr O. N. Martin, CA, of W. H. Work, Gully and Co, 19 Eastcheap, London, EC3, as liquidator.

Business briefly

Patco Pharmacy (Streatham) Ltd, are opening a pharmacy at 1 Central Parade, High Road, Streatham, London SW16, on November 3.

Pellan Laboratories Ltd have transferred to the Willows, Railway Road, Downham Market, Norfolk (Tel.: ODM-63-3189), from 86A Richmond Road, Kingston-upon-Thames.

Mr H. Hornbrook, MPS, York Place, 8 Balls Road, Birkenhead, is to retire on November 29. The business, established in 1864, will then be closed.

F. Gutkind & Co Ltd are moving to Chansitor House, 37 Chancery Lane,

London WC2 (telephone: 01-242 7642) on November 10 (from 82 King William Street, EC4).

Newton Chambers & Co Ltd have acquired from the Chloride Electrical Storage Co Ltd their subsidiary, Rozalex Ltd, for a total consideration of £375,000 in cash.

Appointments

Radiol Chemicals Ltd have appointed Mr A. B. Dowman their travelling representative for Yorkshire.

Hassia Packaging Machines Ltd have appointed David Turner their sales manager with effect from November 3.

Mr A. E. Bide, a Glaxo Group director, has been appointed to the chairmanship of Vestric Ltd. He is also chairman of Glaxo Laboratories Ltd, Evans Medical Ltd, BDH Group Ltd and the Murphy Chemical Co Ltd.



Mr A. E. Bide

At Vestric Mr Bide succeeds Mr F. W. Griffin, chairman of BDH Chemicals Ltd. Mr Griffin has accepted an assignment that will necessitate several months' overseas travel each year on behalf of the company with the result that he will be unable to devote sufficient time to the affairs of Vestric.

PEOPLE



Mr A. Paul Launchbury, BSc, MPS, who takes up a new appointment with Pharmitalia (UK) Ltd on November 2 (see C&D, October 18, p 350).

Mr H. J. Gallimore, MInstMSM, a director of Smith & Nephew Pharmaceuticals Ltd, has been elected chairman of the Association of Contact Lens Manufacturers.

G. C. Moser, export director of Radiol Chemicals Ltd has left on a further extended inter-continental tour of export markets. It will be his fourth major tour in less than five years and will last 14 weeks.

David B. Starr, the president and chief executive officer of Germaine Monteil Cosmetics Corporation and affiliated companies, has elected to retire upon reaching retirement age. Accordingly, Mr Starr has decided to now step down as president, but continue with Germaine Monteil until December 31.

Mr J. A. Croucher who presented the first of the papers at the Institute's Pharmacy Management's Conference (see p 400) is manager of Savory & Moore's branch at Churchill Square, Brighton. Qualifying in 1957 Mr Croucher was in retail and hospital pharmacy before going into industry for 8 years. In the latter period he was with Bayer Products Co and with West-Silten Pharmaceuticals Ltd.

Robert J. Dixon, former chairman of Johnson & Johnson (Great Britain) Ltd, has been elected chairman of the National Foreign Trade Council in New York. He is vice-chairman of Johnson & Johnson International and a member of the company's executive committee. Mr Dixon held the chairmanship of the British company during the fifties and early sixties.

He is the eighth chairman of the Council since it was established as a private non-profit organisation in 1914 and has been a director since 1957.

Mr L. T. le G. Burley, director responsible for factory production, at BDH Chemicals Ltd, retired on October 28. Mr Burley graduated BSc (Special) in chemistry in 1926 and soon after leaving university joined I.C.I. in 1928. In 1939 he became an Associate of the Royal Institute of Chemistry and in 1957, a Fellow of that body. He joined BDH in 1946, when the laboratory chemicals manufacturing function was transferred from London to Poole and was elected to the board in 1957.

Deaths

Birch: On September 24, Mr Walter Birch, MPS, 72 Washway Road, Sale, Cheshire. Mr Birch qualified in 1947.

Boswell: On September 16, Mr Benjamin Thomas Boswell, MPS, 150a Scotter Road, Scunthorpe, Lincolnshire. Mr Boswell qualified in 1933.

Dobbs: On October 26, Mr Eric Dobbs, a director of Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8.

Gordon: Recently, Mr Sigmund Gordon, MPS, 13 Addington Drive, Finchley, London, N12. Mr Gordon qualified in 1939.

Lane: Recently, Mr John O'Connell Lane, MPSI, 148 Phillipsburgh Avenue, Dublin. Mr Lane qualified as a pharmacist in 1907 and managed a pharmacy in Ballina for a long period. He was in his eighties and had not been practising for a number of years.

Mitchell: On September 6, Mr James Mitchell MPS, 15 Canberra Road, Gretna, Carlisle, Cumberland. Mr Mitchell qualified in 1912.

Page: On August 21, Mr Frederick Clement Page, MPS, c/o Mrs J. M. Gilbert, FPS, 1 Launde Road, Oadby, Leicester, LE2 4HH, aged 76. Mr Page qualified in 1915. For some time he was in general practice in Harrogate and with Squires of Oxford Street, London. Later he was in general practice in Hull before moving to Leicester. His brother and daughter are both pharmacists.

Roberts: Recently, Mr David George Prosser Roberts, MPS, The College Pharmacy, 30 High Street, Eton, Windsor, Berks. Mr Roberts qualified in 1929.

Rowe: Recently, Mr Robert Cecil Rowe, MPS, 208 Otley Road, Bradford 3. Mr Rowe qualified in 1933.

Rutter: On October 15, Mr Herbert Rutter, MPS, Cedar Lodge, Lyndhurst Road, Forest Hall, Newcastle-upon-Tyne. Mr. Rutter qualified in 1921 and was in business at 76 Saltwell Road, Gateshead, until he retired in 1967.

Shattock: Recently, Miss Meta Elizabeth Lucy Shattock, MPS, Flat 2, 44 Southam Road, Hall Green, Birmingham 28. Miss Shattock qualified in 1926.

Spence: On September 20, Mr William Sinclair Spence, MPS, 19 Groathill Avenue, Edinburgh 4. Mr Spence qualified in 1913. He was in business at 18 Joppa Road, Edinburgh 15, from 1930 to 1958.

Wark: Recently, Mr Andrew Edward Mafeking Wark, FPS, 15 Honey End Lane, Reading, Berks. Mr Wark qualified in 1925.

WESTMINSTER REPORT

C&D Parliamentary Correspondent

Queen's Speech—Bills on new drugs and NHS

In the Queen's speech opening the new Session of Parliament—expected to be the last before the general election—it was announced that a Bill would be introduced establishing a more effective system of control over Dangerous Drugs.

Legislation would also be introduced arising out of the recommendations of the Seeborn Committee on Local Authority and Allied Personal Social Services; and fresh proposals would be made about the future administration of the National Health Service.

The Bill on Dangerous Drugs would give more comprehensive and flexible powers of control. It was foreshadowed by Lord Stonham in the Lords on March 26 when he said that there was a great temptation to plug holes in existing legislation by *ad hoc* action. "We must resist it. What is needed is a single comprehensive code covering the whole field of drug abuse; a code which would rationalise and strengthen the Government's powers and enable us to deal selectively and flexibly with individual substances."

On the Health Service, the Bill is to contain the revised proposals following public discussion of the Green Paper published in July 1968. It proposed a unified administration for the NHS but a single authority in each area in place of the present multiplicity of authorities.

Later the Prime Minister said the revised Green Paper on the health service would come immediately after a White Paper on the Maude Report—around the turn of the year.

On drugs he explained the Bill would give powers to the Home Secretary to deal quickly with new variants and enable him to devise appropriate regimes of control for any drug.

Labelling of packaged goods

MR W. T. WILLIAMS asked the President of the Board of Trade if he would seek power to issue regulations to require stores selling packaged household goods to label them with the price per unit of quantity.

MRS GWYNETH DUNWOODY (Parliamentary Secretary) replied: "I do not think it would be appropriate to impose this obligation generally, but if in a particular case no better means can be found to enable the shopper to compare prices, I should be prepared to consider whether such a requirement would be practicable."

PROFESSIONAL NEWS

Pharmaceutical Society of Ireland

Questions of sectional representation raised

A suggestion that the various facets of pharmacy should be officially represented on the Council as of right was made by Mr J. W. O'Farrell at the monthly meeting of the Pharmaceutical Society of Ireland in Dublin on October 14.

Mr O'Farrell said he had put down a notice of motion to this effect for consideration at the next meeting. He pointed out that although he belonged to industry he had no standing as such on the Council.

Although there was close contact between industry and the Society the relationship should be put on a formal basis. With the University taking over the education of pharmacists it would also be desirable to have academic pharmacy represented.

He suggested that the Council should hold an "open day" or symposium so that industrialists could learn at first hand about the Council's activities. People in industrial pharmacy had no idea of what was going on in Shrewsbury Road.

THE PRESIDENT said this was a matter that would have to be looked into. Industry and the Society were closely connected and perhaps a closer liaison could be envisaged.

Industry and the College

MR R. J. SEMPLE, supporting Mr O'Farrell's suggestion, thought that industry could co-operate more closely with the College of Pharmacy now that the BSc Pharm degree had been established.

Mr O'Farrell said his proposal might even involve re-constitution of the Council. On the Council of the Pharmaceutical Society of Great Britain he believed places were reserved for Privy Council nominees. In the short-term, the position could be met by co-option when a vacancy occurred, so that when an election came up a precedent would have been set and it would merely be a question of formalising something that had already been established.

THE REGISTRAR (Mr J. G. Coleman) pointed out that a co-option would have to be made within two months to replace Mr C. J. Cremen. The only qualification for membership of Council was that the person going forward must be a member of the Society.

The president reported that the Pharmaceutical and Allied Industries Association, Ltd had put forward the suggestion that the future pattern of dispensing would be in original packs. That was a rather revolutionary step and a further meeting between representatives of Council and Association would be held soon.

Messrs M. Cashman, H. P. Corrigan, V. McElwee, R. J. Semple and M. F.

Walsh were appointed to a special sub-committee to examine the implications of dispensing in original packs.

Bronchodilator Aerosols

A letter recalling that the Council had agreed to the Board's suggestion that verbal warnings be issued by community pharmacists when selling aerosols containing sympathetic or sympathomimetic agents for use as bronchodilators was received from Mr V. A. Kirwan, secretary, National Drugs Advisory Board, which said that the incidence of deaths from overdosing with bronchodilators in aerosols showed no diminution. The Board felt that there was a continuing need for caution on the part of all concerned with the use of the atomisers and had already issued a communication to all medical practitioners drawing attention to the dangers. The Board also considered it important that verbal warnings continue to be issued on the occasion of the sale of aerosols and requested the Council to remind pharmacists of the desirability of issuing such warnings.

Health Service administration

A letter from the Department of Health to the Joint Negotiating Committee, enclosed a copy of a memorandum issued to local authorities setting out the Minister's proposals for changes in the administration of the health services provided for in the Health Bill, 1969, and asked for the Committee's views.

Mr Power said that while he was pleased to learn that the Minister proposed to appoint a pharmacist to each of the proposed regional health boards he was disappointed that no mention had been made of appointing pharmacists to the advisory committees to be set up in each county. He thought the local associations should agitate for representation at that level.

For the first time, pharmacists could justly claim that they would be providing a service for all sections of the population and they were entitled to representation. They should also seek representation on *Bord na nOspidéal* which would be administering the hospitals services.

MR CASHMAN agreed that they should press for at least one pharmacist on the county committees. Most problems would

be dealt with at that level before being referred to the regional boards.

Mr McElwee considered that eight pharmacists on a regional board in the Donegal region was poor representation for 1,200 pharmacists. It was agreed that the North-west could argue a special case for more than one pharmacist to be appointed owing to its exceptional geographic constitution.

Mr Cashman undertook to call a meeting of the Joint Negotiating Committee and to forward its views on the matter to the Minister.

The President stated that he had been disturbed to hear an accusation at the annual meeting (*C&D*, October 25, p 378) that students were being victimised by the college authorities for having taken an active interest in student affairs. On his suggestion it was agreed to request from Mr J. Williams, who had raised the matter, details of the allegations.

The President added that the Council was determined not to allow anything to prevent students raising any grievances they considered they might have. He undertook that the matter would be fully clarified.

Arising out of the Law Committee report, it was decided, subject to the opinion of the law adviser, to institute proceedings against two people for breaches of the Poisons and Pharmacy Acts.

The Council agreed to request wholesalers and local associations to assist in publicising the lectures.

Officers Re-elected

The three outgoing officers were unanimously re-elected. They are: Mr T. R. Miller, *President*, Mr R. J. Power, *Vice-president* and Mr R. J. Semple, *Treasurer*. Messrs J. J. Griffin and Co were re-elected auditors.

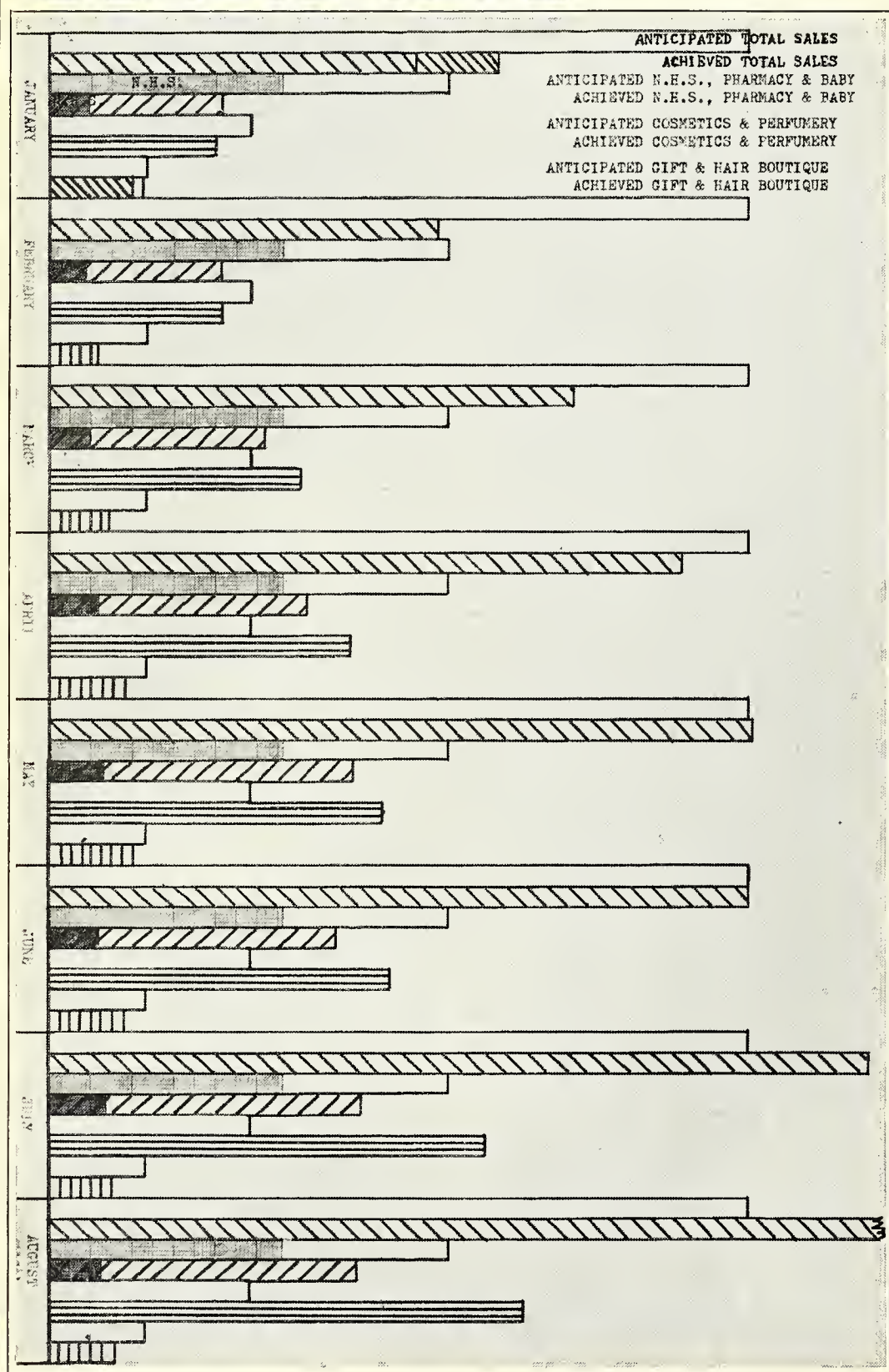
Messrs R. J. Semple, H. P. Corrigan, T. B. O'Sullivan and M. F. Walsh were re-elected to the Certificates and Declaration Committee.

The Practice of Pharmacy Committee and the House, Schools and Law Committees will consist (as is the practice) of all members of Council available. Mr Tom Guckian replaces Mr Frank Loughman on the Benevolent Fund Committee, which now consists of the Honorary Officers and Messrs H. P. Corrigan, T. P. Guckian, D. J. Kennelly, V. McElwee and T. B. O'Sullivan.

The president welcomed the new members—Messrs T. P. Guckian, J. M. Hillery and T. M. O'Malley and appealed to them to take an active interest in the Practice of Pharmacy Committee.

In a tribute to the three outgoing members who had been defeated in the election—Messrs M. Costello, T. J. Harty and F. Loughman—he said they had served the Council faithfully for many years. He admired the devotion they had shown to the work of the Council.

GETTING A NEW SHOP 'OFF THE GROUND' DURING 1969



Mr. J.A. Croucher, MPS, MIPharmM, manager of the pharmacy described below, read a paper at the Institute of Pharmacy Management's annual conference on October 26. The following is an abstract:

The shop which is the subject of this study is situated in an extensive shopping precinct carved out of the centre of Brighton. The development is a £10-million scheme incorporating offices, shops, stores and flats together with parking space for 1,000 cars in a traffic-free area between the main shopping thoroughfare and the sea-front.

Associated retailers include Tesco, W. H. Smith, Mac Fisheries, British Home Stores, Sainsburys and Selfridges. Some of these are now trading and others are in various stages of development. All the shops and stores are serviced at basement level and trade from the ground floor and lower ground floor.

The shop I manage is a corner unit with glass frontage on two sides. The main selling area is 1,500 sq ft, with a lower ground floor showroom of about 900 sq ft. The basement of 1,000 sq ft is devoted to storage and staff quarters.

The shopfitting is essentially of the self-service open plan type with numerous gondolas and open wall shelving, counter units being reserved only for medicinal, photographic and cosmetic departments. Window displays are provided to a level of only 4-5 ft by backing shelves to gondola type units, giving a view of the shop to potential customers throughout the long frontage.

The lower ground floor showroom is entered by a staircase adjacent to the pedestrian way. It contains open shelving and gondolas displaying a variety of merchandise appealing to the "gift market", including traditional coffrets and electrical goods associated with pharmacy, together with records, stainless steel ware, pottery, leather goods and tableware. A hair boutique, described later, has been added.

Importance of staff

The two most important criteria with respect to staff are firstly the right quality and secondly the right number. The first presented no problem in our case, probably because the working conditions are good and also because the remuneration offered is above average. This means that we are able to be far more selective and so can obtain the right staff for the job.

An example of this is when I advertised for two part-time positions to cover the lunch-time period. I had to interview sixty applicants, and even then the appointments book had to be closed within 24 hours of the advertisement appearing.

Although there are 13 people on the payroll that represents only seven and a half staff because the 13 includes part-time staff and Saturday girls. This may seem to be an adequate number, but there is a big area to cover, and the situation is further aggravated by the five-day week enjoyed by all staff.

For the first six months of trading the wages bill was about twice the level it should have been, but with increasing turnover the ratio is becoming healthier.

It has proved impossible to work by a hard and fast rule of percentage of turnover. It is essential to have an adequate staff to prevent customers waiting or becoming dissatisfied, or even worse from leaving the shop without being served. An additional factor, unfortunately, is that of pilferage but in this case "they" appear to be able to remove an electric razor from a glass case without being detected.

All the full-time staff have a definite job to do with varying degrees of responsibility. Three of the girls are department heads with stock control, buying and control of their staff included in their mandate and are just as much managers as myself. With the right material, delegation is a very worthwhile experiment; it has certainly paid dividends in this shop.

Ordering stocks

Our ultimate aim is to be able to order stock four-weekly but so far that has only been achieved with very fast-moving lines. Despite the fact that the stock position is in constant flux in a rapidly developing business we have set a deadline of three months for any items to be in stock without any change in the stock figure.

In such cases we have found the cosmetic agencies, for example, very co-operative in changing those items for faster selling lines.

There is one disadvantage in agency stock in that a range must be maintained even if the items are not in constant demand. Other than with agency stock we are much more ruthless and "dead" lines are reduced in price to provide cash rather than to inflate the stock level.

Buying is done by three departmental heads on a strict budgetary basis and subject to the stock control cards or books. This method is satisfactory during the development period of this business and improvements of the system are incorporated whenever possible. Unless strict stock control and budgeting are maintained, there is a risk of lines being out of stock and a rise in the overall stock level.

It is surprising how many non-medicinal lines can be selected each month for promotions at reduced prices without reduction in profit. Even 1 doz items purchased at 14 to the doz, properly promoted, can be profitable. By careful selection of available offers it is not difficult to obtain two or three suitable promotions each month.

We favour the use of dump-bins with a suitable display card. We have successfully used manufacturer's merchandising units, but it is usually necessary to render the representative's efforts into chaos as soon as he has left. Nothing is worse in promotions of this sort than neat, tidy rows. If the goods are thrown onto a stand or into the dump-bin haphazardly we find the customers will pick them up more readily, even if only a percentage of these actually make a purchase.

I avoid window stickers like the plague and when a "hot spot" is found window stickers are unnecessary. National advertising, particularly television and door-to-door coupon distribution are good guides to the time to exhibit a promotional offer.

We do not advertise promotions for obvious ethical reasons but we have found it worthwhile to advertise our hair boutique. We have been fortunate in obtaining a columnist's write-up in two local papers and some free publicity on the local radio programme. In pharmacy we tend to regard advertising as anathema, but discreetly done it can make a real contribution to the growth of a business.

Large units if attractively designed and efficiently managed, will undoubtedly achieve a higher turnover than smaller shops. It must be realised, however, that the overheads rise astronomically in the city centres.

There are, however, benefits and once the level is reached, be it £50,000 or £500,000 a year, when the shop becomes profitable, the profit can also rise substantially providing a steady growth of turnover can be maintained. To summarise, a large shop is capable of achieving larger profits, but the financial outlay and risk is proportionately higher.

Providing the capital can be released to finance a developing business before it becomes profitable, the over-riding factor in importance is a steady and preferably rapid increase in turnover. A minimum aim of stock turning over at least four times a year coupled with an acceptable gross profit margin, is essential. To achieve this all the factors involved in efficient management and a good measure of luck will be necessary.

In the early days I often felt despondent to see an attractive shop, adequate well arranged stock, an efficient staff and insufficient customers.

Using the management tools, good staff relationships, adequate staff, stock control, budgeted buying, display and modern merchandising techniques, the turnover in this shop has more than doubled in the first six months of 1969. What is perhaps more encouraging is the maintained growth rather than peaks and troughs on the graph.

Problems of gift department

There is always a fly in the ointment. Our gift department has never got off the ground, probably because it is below the ground. We chose to separate the non-traditional merchandise into the lower sales floor and in this department turnover has increased more slowly. We have tried various methods of overcoming this and the only successful ploy has been the introduction of our hair boutique. Because we were able to advertise in this sphere coupled with the application of the usual modern methods of display and promotion, this has proved successful. This has tended to offset the disappointment with the gift department.

The manager in this shop is quite definitely not the man in the white coat who hides in the dispensary. I find that the majority of my time is spent in administration rather than in actual selling. I try to make myself available during peak times and on Saturdays I am always in the shop.

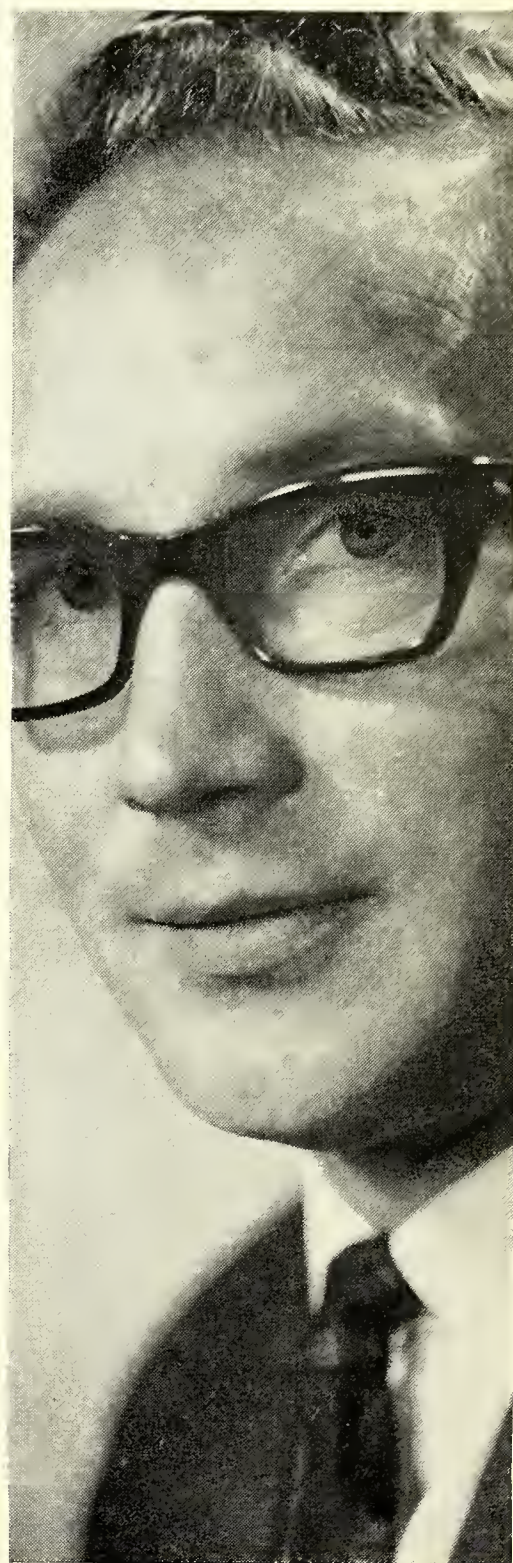
There is a tremendous amount of paper work, not to be classed as red tape, which is kept to the minimum. I could

easily employ a full-time secretary, but there are two good reasons against this. Firstly in retail pharmacy as many of the staff as possible should be employed in selling for as much of the time as possible. Secondly, if I didn't do all the paper work I should not be equipped with the detailed knowledge which is essential for efficient management.

With a fairly large staff in a large shop it is essential to be "around," and I find myself porter, schoolmaster, father confessor, detective and a host of rôles all vaguely described as "The Manager."

A new shop in 1969 has presented its problems and there have been benefits to me, my company and I sincerely hope to my customers. To open a new shop in 1969 is a challenge to any individual pharmacist or company, and not least is it a challenge to those on the spot.

Mr J. A. Croucher



Chiltern region discusses professional pharmacy

A bright, clean, well-lit shop, situated in a busy thoroughfare, with an intelligent, well-trained staff doing the technical work of attending to customers and looking after the general housekeeping: that impression of a profitable, professionally run pharmacy was presented to the Pharmaceutical Society's Chiltern regional conference on October 26 by Mr J. T. M. Ross, chief pharmacy superintendent, Boots Ltd.

Mr Ross — who emphasised that he was speaking in a personal capacity — maintained it was futile to argue whether pharmacy was a trade or a profession. "What we all do is practise pharmacy." . . . and I have no doubt in my mind that general practice is a profession."

The profession existed solely and simply to meet a public demand and that demand was directed not so much at the pharmacist as at the pharmaceutical function. If the function was to be confined to the pharmacist in person he would need to attend to every person who came into the pharmacy — and that would be very limiting from a profit point of view.

The pharmacist must recognise that the ultimate responsibility was his and with that in mind select and train a suitable staff. The training should be systematic, thorough and formal, and should concentrate on getting the trainee's priorities correct — the first being to recognise the limits of their knowledge.

The pharmacist's receptionist

"The criticism of the situation where a 15-year-old girl appears to be gaily selling poisons must be refuted. Other professions have their receptionists . . . chemist counter staff should be regarded as the receptionists for the pharmacist and should be chosen and trained accordingly."

A different view of "profitable professionalism" was given by Mr E. G. B. Fortune, who operates a "prescription-based" pharmacy in Swindon, Wilts. He felt that profit was not confined to money making and should include personal integrity, standing in society and time to indulge in other activities.

Being willing to sell anything that came along, pharmacists could not achieve professional parity with doctors because they had not the appearance of professionalism. "Pharmacy has got to alter its image to survive as a profession at all."

Recounting the success of his business over a period of 17 years, Mr Fortune argued that it must be made possible for young pharmacists to buy their way into such establishments if that was the way they wished pharmacy to develop.

The other introductory speaker was Mr C. W. Maplethorpe, a former president of the Society and a prime mover towards the establishment of degree entry to pharmacy.

Confining his attention to educational aspects of professionalism he urged the Society's Council to keep control of what

went into pharmacy courses.

Mr Maplethorpe felt that the general practice pharmacist required a greater training and understanding of business methods — which were no longer regarded as academically inferior.

A greater knowledge of the nature of diseases would help the pharmacist to communicate better with both patients and doctors.

The speaker also saw the pharmacist's place in the shop to give advice and to control the sale of medicines. That implied trained staff and Mr Maplethorpe believed the Society should take responsibility for laying down the standards of training and examination for assistants and technicians rather than leave it to outside authorities.

During the discussion, Mr N. Herdman, Barnet, advised private pharmacists not to try to compete with Boots, who needed to go for the mass market. They should

give personalised service and diversify into things that could be identified with health — health foods and surgical appliances.

Quoting extensively from last week's C&D feature "A Two-Tier System for Retail Pharmacy," Mr K. Jenkins, Bovingdon, said that economics would determine pharmacy's future, and the article pointed the way. Mr F. Channing, Hounslow, warned that, if pharmacists did not sell over-the-counter medicines — and Mr Fortune had indicated in general he did not — such products would be pushed into supermarkets.

A student's view was put by Mr S. Athey, Chelsea, who contended that pharmacy should be detached from profit — as in health centres.

Professor E. J. Shellard, Hounslow, prophesied that within six years pharmacy technicians would be so trained that they were better able than pharmacists to perform the manipulative skills of dispensing. Furthermore it was not good enough to leave selling to the counter assistant. The pharmacist should be in a position to challenge every request by a patient or physician if he thought it in the interest of the patient.

Restraint of NI Statutory Committee?

A member of the Pharmaceutical Society of Northern Ireland is seeking a prohibition order from the High Court to restrain the Society's Statutory Committee hearing a charge against him. His grounds are that having appeared before Belfast Petty Sessions on a charge similar to one on which he was brought before the Committee the matter is *res judicata*. As the charge was dismissed by the Court he claims that the Committee cannot properly proceed.

The Committee met in Belfast to inquire into allegations that the member had been guilty of misconduct in that:—he failed to keep an accurate record of transactions in certain drugs and that he had sold or permitted to be sold certain drugs other than in accordance with Regulations.

Before the case opened Mr J. C. MacDermott, Q.C., appearing for the member, said his client had appeared at Belfast Petty Sessions early in 1968 on a charge similar to that concerned with the sale of drugs. The case had been dismissed and he submitted that it was not open to the Committee to hold his client other than innocent of the charge. Mr MacDermott quoted the judgment of the Privy Council in *Sambasivam v Public Prosecutor, Federation of Malaya* (1950 A.C. 458) where it was said: "The effect of a verdict of acquittal . . . is not completely stated by saying that the person acquitted cannot be tried again for the same offence. To that it must be added that the verdict is binding and conclusive in all subsequent proceedings between the parties to the adjudication."

He relied mainly on a New Zealand case in which a registered medical practitioner had been acquitted on an indictment for indecent assault. In proceedings taken by the practitioner to restrain

threatened proceedings by the Solicitor General, based on the same incident, the court held:

1, That in any proceedings between the Crown and the practitioner, the practitioner must be taken to be innocent.

2, In proceedings before the Medical Council the Solicitor General was acting in his office as an Officer of the Crown and, consequently, the parties to the proceedings were the same as the parties to the indictment.

3, That the investigation by the Medical Council involved the same investigation and consideration as in the criminal case.

4, That on questions of fact the domestic tribunal was bound by the earlier conclusive finding of the Court. The Court had made the declaration sought.

Mr MacDermott submitted that the matters alleged in paragraph (2) of the Notice of Inquiry was *res judicata* and that the other matters alleged were so inextricably bound up with it that the inquiry in regard to them could not properly proceed, on the basis that the Member was not guilty of what was so alleged.

Without calling on Counsel for the Society the chairman overruled the objection on the ground that the parties before the Court of Petty Sessions, namely the Crown and the member, were different from those before the Statutory Committee, the Pharmaceutical Society and the Member, and that the principal of *res judicata* applied only between the same parties.

After Mr MacDermott had asked for an extended adjournment to enable his client to apply to the High Court for Prohibition or other relief to restrain the further prosecution of the inquiry the Chairman adjourned the inquiry *sine die* to enable the Member to take such proceedings as he might be advised.

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WEEKLY PRICE CHANGES AND NEW PRODUCT ADDITIONS

Trade prices are given per dozen. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic figures (2 9) are manufacturer's recommended price. Light upright figures (2 9) are a suggested guide.

A=Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. /=Insert.

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
nd Debut (366 DR & A)				April Violets (1355 Yardley)				Berkfurin (117 BPL)			
double strength 60cc	138 2	72 2	22 5	perfumed Cologne 1984	73 0	40 2	12 6	tablets 50mg	100	33 0ea	49 6
0 Hour (333 Cupal)				perfume 1991	79 0	43 6	13 6	1000	303 0ea	—	454 6
mixture	21 9	7 2	3 6	1992	—	—	—	100mg	100	63 0ea	94 6
Achromycin (746 Lederle) TS				Aquacene (1S4S Vestric)				1000	571 0ea	—	856 6
intramuscular 100mg	6	11 8ea	—	Aquamox (746 Lederle)				Betnovate-A (S18 Glaxo) T5			
intravenous 250mg	6	21 10ea	—	tablets	25	—	—	ointment	15g	5 6ea	7 4
500mg	6	38 10ea	—	Aquavit (68 AH)				30g	10 3ea	—	13 8
ophthalmic oil				tablets	250	—	—	Bien-etre (261 Christy)			
suspension	6ml			Ardinex (147 Boots) ts4B				Binasin (333 Cupal)	23 6	7 9	3 6
Achromycin V (746 Lederle) T5				capsules	100	9 6ea	3 6ea	17 9	Bioglan (127 Bioglan)		
syrup	500ml	32 0ea	—	500	39 6ea	14 5ea	73 8	multi-vitamin capsules 60			
capsules 50mg	25	—	—	Ardeo (357 DS & H)				Bioglan-601 (127 Bioglan)			
Acthar (61 APC) ts4B				pine fluid	1 gal	14 9ea	—	21 0	Bioglan-A (127 Bioglan)		
intravenous 45 I.U.	48 0	—	—	5 gal	73 2ea	—	97 6	ampoules and vitamin B ₁			
lyophilised 10 I.U. vial				Arrid (23S Carteret)				ampoules/			
Admune (179 BDH)				talcum powder 120 g	30 7	16 10	4 11	Bioglan-M/Q (127 Bioglan)			
ampoules 1ml	1	10 0ea	—	deodorant cream	26 10	9 10	3 11	tablets	15		
disposable syringe	12	0ea	—	spray	33 11	12 5	4 11	Bisma Calna (211 Butler)			
vial	80	0ea	—	106 8	27 11	15 4	4 6	cream	500ml	48 0	6 0
Admune-AQ (179 BDH)				Astral (333 Cupal)				21	15 0ea	—	22 6
Admune-Mono (179 BDH)				general purpose blocks				Bisolvomycin (154B) T5			
Agfa (16 AGL)				junior	—	—	10	capsules	20	12 3ea	4 6ea
films black and white				double action toilet block	—	—	2 6	250	137 6ea	50 5ea	256 8
Isopan 126 20 exp.	3 9ea	2 1ea	7 5	Atarax (S83 HP) ts4B				Blendrite (888 Newey)			
Isopan Record roll 120	—	—	—	syrup	150ml	6 6ea	—	hairgrips cushion grip	6 4	2 4	1 0
Agfacolor (16 AGL)				4oz	—	—	—	Bond Street (1355 Yardley)			
negative film CNS				Aureomycin (340 C of GB) existing entry				crystallised Cologne	2770	64 0	35 2
standard cassette				Aureomycin (340 C of GB) TSVPO							
35mm	12exp	5 0ea	2 9ea	veterinary				Bounce (967 Petfoods)			
reversal film CT18				bisulphate soluble				handy	S8 4	11 3	1 2
126 cartridge	20exp	15 1ea	4 11ea	powder sachets				(6doz.)	(6doz.)		
Agfalux (16 AGL) existing entry				4x4oz	140 0ea	—	210 0	large	74 6	14 5	2 3
Agfalux (16 AGL)				16x4oz	528 0ea	—	792 0		(4doz.)	(4 doz.)	
flashgun KM	54 10ea	30 2ea	114 7	capsules 50mg	100	15 2ea	22 9	Bourjois (150 Bourjois)			
CK & CM	34 7ea	19 0ea	82 3	250mg	100	65 2ea	97 9	soaps			
Agfascop (16 AGL)				doser syringes 12x6cc	33 0ea	—	49 6	guest (S)	C922	29 3	10 9
viewer 10	48 4ea	26 7ea	100 11	mastitis suspension				mammoth	9104	21 8	7 11
20	71 7ea	39 4ea	149 6	12x6cc	24 4ea	—	36 6	polythene bag			
Agfatronic (16 AGL)				ophthalmic ointment				pack (4)	9379	18 4	6 9
flashguns 160B	139 10ea	76 11ea	292 0	1% 12x1/2oz	15 0ea	—	22 6	Bourn-Vita (216 Cadbury) existing entry			
160A	215 10ea	118 9ea	450 10	powder 2% 6x15g	27 6ea	—	41 3	Bourn-Vita (216 Cadbury)			
Aidex (339 CG) †				soluble Oblets 500mg				1lb	17 5	—	1 8
burn and wound cream				12x4	72 0ea	—	108 0	1lb	31 9	—	3 0
28g	24 0	—	3 0	soluble powder	13 2ea	—	19 9	1lb	S5 4	—	5 9
Aintree (357 DS & H)				5lb	119 2ea	—	178 9	Brands (1114 5BF)			
liniment (vet.)	9 0ea	3 3ea	15 3	spray 1% 6x5oz	57 6ea	—	86 3	Brands (1114 SEF)			
Airbron (179 BDH)				violet spray 6x5oz	90 0ea	—	135 0	Breck (1509 C of GB)			
vial	30ml			with Neomycin				creme rinse with			
Airwick (23 Airwick)				doser syringes				body	sachet	6 1 1/2	3 4 1/2
Airwick (671 Jayes)				12x10cc	67 0ea	—	100 6		70cc	27 0	14 11
Aldis (1027 Rank)				Oblets	62 6ea	—	93 9	baby shampoo	70cc	24 0	8 10
cine projector				Aureomycin (746 Lederle)				Brietal Sodium (413 Lilly)	ts1s4A	29 6ea	—
Super 850				syrup	16oz	—	—	ampoules 2.5g/250ml	1	44 3	1
Alka-Seltzer (843 ML)				Aventyl (413 Lilly) ts4B				British No. 3 (184 Bronco)			
tablets	2	14 4	S 0	liquid	450ml	13 2ea	19 8	British No. 3 (189 BT)			
	(3doz)	(3doz)	8	480ml				Bronco (184 Bronco)			
Aludrox (1352 Wyeth)				Azodyne (357 DS & H)				Bronco (189 BT)			
gel	500ml	58 0	—	(vet.)	5oz	6 9ea	2 5ea	Bronnley (194 Bronnley)			
12oz	26 0	—	2 11	1 lb	—	—	—	Japonica			
200ml	—	—	—	Bactrian (776 JML)				bubble bath	—	—	12 6
6oz	—	—	—	cream	50g	24 0	—	Cologne	—	—	14 6
Amplex (67 Ashe)				Ballet (702 KC) 10 case minimum order				skin balm	—	—	10 6
Lady Amplex	45 0	24 1	7 6	toilet tissue twin roll	27 2	—	1 5	soap	—	—	4 9
Anapax (1053 Rexall)				(2 doz)	—	—	—	talcum	—	—	9 6
cold tablets	24	37 0	13 7	Bantron (366 DR & A)				Burson (1388 TKC)			
throat spray	7.5g	40 0	—	Bantron (149 Cuticura)				(distributors 810 Maw)			
Andora (49 Aneson)				Bartex (477 AF & B)				Calgitex (828 MAL) existing entry			
eyelash dye	10 6ea	S 9ea	21 6	home hair cutters	25 0	9 2	3 11	Calgitex (828 MAL)			
Andrew (153 BSC) existing entry				Bauer (1017 Pullin)				bacteriological wool			
Andrew (153 BSC) 25 case minimum order				electronic flash E.200				tube	4 9ea	—	—
tissues 2-roll	30 9	—	2 3	Benuride (115 Bengue)				113g	30 0ea	—	—
	(12 doz)			tablets 200mg	100	20 0ea	—	227g	55 0ea	—	—
Annovax (208 BW)				500	91 6ea	—	—	454g	100 0ea	—	—
				Beplete (1352 Wyeth)				clinical sheets 43x48cm	10 6ea	—	—
				elixir	1200ml	25 0ea	—	dental wool	(12)	36 0ea	—
				40oz	—	—	—	first aid dressing	(6)	8 0ea	—
								(100)	120 0ea	—	—

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BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.



		Trade	Tax	Retail
gauze 10x18cm (6)	30	0ea	—	—
ribbon gauze (6)	30	0ea	—	—
E.N.T. (6)	30	0ea	—	—
wool 7g	4	6ea	—	—
14g	7	0ea	—	—
for nose bleed (12)	28	0ea	—	—
Calmic (218 Calmic)				
gripe mixture 70ml	27	0	10 0	3 10
Canfil (824 MCP) tablets 50	19	4ea	—	29 0
Caprice (1355 Yardley)				
Cologne	73	0	40 2	12 6
cream perfume	85	0	46 9	14 7
mini spray	72	0	39 7	12 4
perfume	79	0	43 6	13 6
talcum	37	0	20 4	6 4
Capricci (963 PNR) existing entry				
Capricci (936 PNR) creme perfumee	CR3	15	0ea	8 0ea 31 0
perfume	R90	33	6ea	18 0ea 70 0
	R81	41	0ea	22 0ea 85 6
	R88	62	0ea	33 3ea 129 0
	R31	98	6ea	52 10ea 205 0
	R21	133	0ea	71 4ea 276 0
	R10	178	3ea	95 7ea 370 3
	R1	237	0ea	127 1ea 492 9
atomiser	R240	50	0ea	26 10ea 104 0
refill	R141	26	7ea	14 3ea 55 3
sachet	PR1	14	2ea	7 7ea 29 6
soap (3)	SR1	16	3ea	5 10ea 31 0
talcum	TR3	13	3ea	7 1ea 27 6
toilet water	R7	26	0ea	13 11ea 54 0
	R6	42	9ea	22 11ea 88 9
	R5	65	6ea	35 1ea 136 3
	R55	109	0ea	58 5ea 226 0
atomiser	R107	29	0ea	15 7ea 60 3
refill	R117	22	7ea	12 1ea 47 0
airomatic spray	R75	36	3ea	19 5ea 75 3
refill	R175	24	8ea	13 3ea 51 3
Cardio-Conray (971 P5MB) ampoules 20ml	10	91	8ea	— 137 6
Cetiprin (678 Kabi) (distributors 1545 Vestric) tablets 100mg	50	15	7ea	— 23 5
	1000	164	2ea	— 246 3
Chasse Gardee (1469 PC) existing entry				
Chasse Gardee (1469 PC) Cologne	7028	16	10ea	9 0ea 35 0
	7029	27	8ea	14 10ea 57 6
	7030	48	1ea	25 10ea 100 0
perfume	7040	20	3ea	10 10ea 42 0
	7042	24	4ea	13 1ea 50 6
	7044	31	3ea	16 9ea 65 0
	7045	40	5ea	21 8ea 84 0
	7000	60	3ea	32 4ea 125 0
	7001	86	9ea	46 6ea 180 0
toilet perfume	7728	24	1ea	12 11ea 50 0
	7729	40	5ea	21 8ea 84 0
	7730	60	8ea	32 6ea 126 0
Chiefs (702 KC) 10 case minimum order handkerchiefs 3-ply	22	5	3 1	6
(6 doz) (6 doz)				
Chloromycetin (938 PD) T5 ophthalmic vial	3	2ea	—	4 9
suppositories				
Cholel (34 A & H) syrup 150ml	7	11ea	—	11 11
4oz	—	—	—	—
Cicatrion (218 Calmic) T5 aerosol	12	3ea	4 6ea	22 11
Cidal (121 Bibby) soap toilet batn	3oz	30	3	11 5
	5oz	32	6	12 2
Citanest (68 AH) plain ampoules 1% 10ml 20				
with adrenaline 1—250,000 vial 0.5% 20ml 5				
1—200,000 vial 1% 20ml 5				
with adrenaline 1—300,000 ts4B				
Citanest '30' 1.8ml 100	37	0ea	—	—
50	—	—	—	—
Clinimycin (518 Glaxo) T5 syrup 125mg 100ml	6	8ea	—	10 0
Co-caps (275 Co-C) imipramine 25mg ts4B				
	50	9	0ea	—
	250	32	0ea	—
tetracycline 250mg T5 100	18	6ea	—	—
Codis (1037 Keckitt) †DDI tablets 500	28	0ea	—	—
Coeur Joie (936 PNR) perfume	A90	26	7ea	14 3ea 55 3
	A88	46	7ea	25 0ea 96 9
	A31	74	0ea	39 8ea 153 6
de luxe	A12	89	1ea	47 9ea 185 0
toilet water	A6	32	10ea	17 7ea 68 3
Colistol (328 CCC) piglet doser 450ml	30	0ea	—	45 0 1
Colivac (328 CCC) vet. 100ml	30	0ea	—	45 0 1
Colliron (179 BDH) capsules				
Colofac (324 Crookes)				
Colofac (1539 Duphar) tablets 100mg	100	49	6ea	—
	300	144	6ea	—

		Trade	Tax	Retail
Comet (810 Maw) hair cutter 88001	73	0	26 9	12 6
spare blades 88003	29	2	10 8	3 0
(20 pkts.) (20 pkts.)				
Comprella (963 PSL) support stockings Elbeo pr.	40	0	—	60 0
Concern (655 ICC) deodorant aerosol trial 70g	22	0	12 1	3 6
	49	1	27 0	8 0
Conray 325 (971 P5MB) bottle 50ml	19	4ea	—	29 0
Conray 480 (971 P5MB) ampoules 20ml	1	16	8ea	25 0
	10	141	8ea	212 6
Contusol (1367 R & B) existing entry				
Contusol (1367 R & B) antiseptic	36	0	13 2	5 7
	250ml	63	0	—
	500ml	114	0	—
	11	210	0	—
lotion	250ml	27	0	2 9
	500ml	45	0	4 8
	11	81	0	8 6
	21	150	0	15 6
Coramine (262 CIBA) liquid 25% 100ml	166	0	—	20 9
Corega (1178 Stafford) denture powder 18g	21	0	—	2 6
	48g	35	8	4 3
	100g	57	5	6 10
Correctol (1333 WL) tablets	25	6	9 4	3 9
	50	44	0	16 2
Cortril (969 Pfizer) T5 spray 30ml	8	0ea	—	12 0
	60ml	14	0ea	21 0
1 and 2oz	—	—	—	—
Cosette (300 Cosette) Coty (301 Coty) lipstick Superclear 208	51	9	28 6	9 0
Slenderline pressed powder compact 585	71	9	39	12 6
Cougar (1355 Yardley) after shave lotion 2458	92	0	50 7	15 9
after shower talc 2407	57	0	31 4	9 9
deodorant spray 2440	57	0	31 4	9 9
soap-on-a-rope 2464	66	0	24 2	9 5
Cow and Gate (307 C & G) half cream 20oz				
full cream 20oz				
Crazy Foam (1221 Thawpit) Cremodiazine (837 MSD) ts4B	200ml	8	2ea	12 3
	16oz	—	—	—
Cremotresamide (837 MSD) ts4B	200ml	7	8ea	11 6
	16oz	—	—	—
Cupal (333 Cupal) blood mixture No. 20	23	6	7 9	3 6
iodised 6oz	22	0	—	2 9
burn aid cream				
cherry bark cough syrup 3oz	21	3	7 0	3 3
	6oz	31	3	10 4
diarrhoea mixture adults 4oz	21	0	6 11	3 9
child's 19 0	6	3	3 3	
ginger flavour Friar Tick 3oz	18	0	3 7	2 6
health salts grapefruit 8oz	23	6	7 9	3 9
	22	6	—	2 9
insect bite cream† junior throat lozenges 17 9				
linseed liq. compound lozenges bag	11	8	—	1 4
	5	0lb	—	—
mixed sulphur tablets 15 9	5	2	2 6	
Cyclax (341 Cyclax) astringent eye cream	5	11ea	3 2ea	12 6
	7	10ea	4 2ea	16 6
	5	6ea	2 11ea	11 6
beauty pressed refill cleansing cream	8	4ea	4 5ea	17 6
	14	1ea	7 6ea	29 6
lotion	7	10ea	4 2ea	16 6
	11	11ea	6 4ea	25 0
	20	4ea	10 9ea	42 6
Contorfilm 13 1ea	6	11ea	3 8ea	14 6
day lotion 6 11ea	6	11ea	3 8ea	14 6
Eternal Spring cream 20 4ea	10	9ea	42 6	
	7	10ea	4 2ea	16 6
every occasion foundation eye lina block 5 11ea	3	2ea	12 6	
eye lina and lip brush 4 1ea	2	2ea	8 6	
eye shadow brushon trio 5 11ea	3	2ea	12 6	
face powder 7 7ea	4	0ea	15 9	
translucent 8 10ea	4	8ea	18 6	
flower balm 10 2ea	5	5ea	21 0	
	8	10ea	4 8ea	18 6
	13	4ea	7 1ea	28 0
foundation cream 6 11ea	3	8ea	14 6	
Gay Chiffon bath cubes 4 9ea	2	7ea	9 9	
bath powder 8 10ea	4	8ea	18 6	
round 6 10ea	3	7ea	14 3	
hand lotion 5 9ea	2	8ea	10 6	
	6	10ea	3 7ea	14 3

		Trade	Tax	Retail
perfume 13 1ea	6	11ea	27 6	
skin perfume 5 11ea	3	2ea	12 6	
	8	10ea	4 8ea	18 6
soap bath (3) palm 8 3ea	2	11ea	15 9	
Glamotint 5 4ea	1	11ea	10 0	
Joie de Vivre bath cubes 6 11ea	3	8ea	14 6	
bath powder 4 9ea	2	7ea	9 9	
with puff 8 10ea	4	8ea	18 6	
bath salts 11 8ea	6	2ea	24 6	
hand lotion 8 0ea	4	3ea	16 9	
skin perfume 5 11ea	3	2ea	12 6	
spray mist 11 11ea	6	4ea	25 0	
soap bath (1) 11 2ea	5	11ea	23 6	
palm (3) 2 9ea	1	11ea	5 3	
milk of roses 5 4ea	1	11ea	10 0	
	6	11ea	3 8ea	14 6
	9	5ea	5 0ea	19 9
	14	9ea	7 10ea	31 0
	13	1ea	6 11ea	27 6
moistura NeoJuven day eye cream 20	8ea	11	0ea	42 6
Nuit d'Or bath cubes 4 9ea	2	7ea	9 9	
bath powder 8 10ea	4	8ea	18 6	
	10	3ea	5 5ea	21 6
body lotion 10 3ea	5	5ea	21 6	
hair spray 8 0ea	4	3ea	16 9	
hand lotion 5 11ea	3	2ea	12 6	
skin perfume 11 11ea	6	4ea	25 0	
fluted spray 14 2ea	7	4ea	29 6	
spray mist 11 2ea	5	11ea	23 6	
soap bath (1) 2 9ea	1	11ea	5 3	
palm (3) 5 4ea	1	11ea	10 0	
open pore lotion rouge (brush on) 6 11ea	3	8ea	14 6	
Sandalwood 10 10ea	5	9ea	22 6	
bath powder 6 10ea	3	7ea	14 3	
salts 18 0ea	4	3ea	16 9	
body lotion 0 3ea	5	5ea	21 6	
hand lotion 5 9ea	2	8ea	10 6	
skin perfume 8 10ea	4	8ea	18 6	
soap bath (1) 2 9ea	1	11ea	5 3	
palm (3) 5 4ea	1	11ea	10 0	
skin food "O" and Baby extra nourishing 6 11ea	3	8ea	14 6	
	9	4ea	4 11ea	19 6
	16	0ea	8 6ea	33 6
	27	4ea	14 6ea	57 6
skin soap (3) 9 0ea	3	2ea	16 6	
skin tonic 6 11ea	3	8ea	14 6	
	10	3ea	5 5ea	21 6
	17	2ea	9 1ea	36 0
three steps to beauty twenty minute mask for mer 16 3ea	8	1ea	33 0	
tonic hair lotion 6 11ea	3	8ea	14 6	
poly 8 0ea	4	3ea	16 9	
Cystex (710 Knox) tablets 18	25	2	9 3	3 8
	40	50	4	18 6
	100	100	7	36 11
Dal-tocol (113 Bencard) Davenol (1352 Wyeth) †DDI linctus 1200ml	31	6ea	—	42 0
40oz	—	—	—	—
Dehydrocholin (179 BDH) tablets 500				
Delagar (366 DR & A) existing entry				
Delagar (810 Maw) bath pearls 45	6	25	0	7 9
Delexin (1303 Wander) expectorant 150ml	36	0	—	4 6
8oz	—	—	—	—
Dellipoids (853 Modkem) D5 rheumatism 30	0	11	0	—
D6 analgesic 100	40	0	14	8
D16 bronchial† 100	50	0	17	6
D17 asthma† 100	75	0	26	8
D22 back & kidney 50	20	0	—	—
	100	35	0	—
	250	7	6ea	—
	500	14	0ea	—
	1000	26	6ea	—
D13 stilboestrol Delsey (703 KC) 10 cases minimum order				
facial tissues 100	30	0	4 2	1 10
	(2 doz)	(2 doz)		
man size 100	35	6	4 10	2 1
	(2 doz)	(2 doz)		
toilet tissue twin roll 37	8	—	—	2 1
	(2 doz)			
flat pack twin 29	8	—	—	1 7
Del Sol (121 Bibby) olive oil 5oz	21	1	—	2 3
olive oil 2x1gal 69	4	—	—	43 6
De-Nol (956 Peptinol) (distributors 1545 Vestric) bottle 57	6ea	21	2ea	102 6
Dermoline (357 D5 & H) (vet.) 1 pt	7	6ea	2 9ea	12 9
	1 gal	24	9ea	9 1ea 42 1
	5 gal	116	3ea	42 7ea 197 7
Dethmor (506 Gerhardt) existing entry				
Dethmor (506 Gerhardt) 5 concentrate 4oz	36	0	—	5 0
	1 lb	104	6	—
	7 lb	44	0ea	—
	28 lb	160	0ea	—
	56 lb	294	0ea	—

manufactured from licensed material

CO-CAP TETRA
250

capsule contains 250 mg Tetracycline H.Cl. BP 24/- per 100 (Basic NHS) 10% Discount when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail		
plus bait	1 lb	28 9	—	4 0	Duvadilan (324 Crookes)			D	Esoban (1166 Southon)				
	3 lb	63 0	—	8 9	Duvadilan (1539 Duphar)			I	ointment 1½lb	18 3ea	—		
	7 lb	126 0	—	17 6	Duvadilan N.A. (324 Crookes)			D	Espace (261 Christy)				
	28 lb	28 9ea	—	48 0	Duvadilan N.A. (1539 Duphar)			I	Estee Lauder (425 ELC)				
	56 lb	57 0ea	—	95 0	Eade's (67 Ashe) ts4B				Azuree				
Dextrosol (200 BP)					pills	60	65 7	23 5	bath oil	1oz	—	118 0	
powder					120	101 0	36 0	15 0	bath oil soap (2)	—	—	88 0	
DFI18 (179 BDH)					Easakof (357 D5 & H)†				body satin rub	8oz	—	68 0	
ampoules 100					(vet.)	7oz	8 3ea	3 0ea	Cologne spray	3oz	—	78 0	
Diamox (746 Lederle)					20oz	21 0ea	7 8ea	35 8	cool spray bath powder	6oz	—	48 0	
sodium parenteral					large	43 10ea	16 1ea	74 7	dusting power	4oz	—	78 0	
500mg	26 8ea	—	40 0		Easifix (1160 Solport)				European mineral bath	10oz	—	78 0	
Diamox Sustets (746 Lederle)					finger stalls leather small	10 0	—	1 3	salts	12oz	—	108 0	
capsules 500	450 0ea	—	675		med.	10 6	—	1 4	fresh milk bath	12oz	—	78 0	
Dianimol (1023 Radiol)					large	11 0	—	1 5	friction lotion	8oz	—	108 0	
syrup 1oz	20 0	7 4	2 11		ex. large	11 9	—	1 6	mint pick-up bath	12oz	—	68 0	
2oz	30 0	11 0	4 5		ex. ex. large	12 9	—	1 7	tender creme bath	8oz	—	68 0	
Dibencil (649 ICI)					Eau Neuve (Lubin (957 Perl))				Estrovis (1310 WW) ts4B				
Dienoestrol (179 BDH)					309	15 3ea	8 0ea	32 6	tablets 20	1620 0	—	202 6	
Dihydroergotamine (1098 Sandoz) ts4B					310	24 6ea	13 0ea	52 6	Ethisan (428 Ethica)				
tablets 50	20 0ea	—	30 0	I	311	37 3ea	19 9ea	79 6	100ml	25 8	9 5	4 0	
250	95 0ea	—	142 6		320	27 9ea	14 9ea	59 6	21	21 9ea	—	—	
Dimipressin (1089 RPD) ts4B					atomiser				3oz	—	—	—	
tablets 10mg	100 7 0ea	—	—		Effer-C (312 AC)				Evan Williams (437 EVW)				
1000	50 0ea	—	—		tablets 10	39 0	—	6	shampoos				
25mg	100 12 6ea	—	—		Ekco (411 Ekco) existing entry				Evan Williams (1188 Steiner)				
1000	100 0ea	—	—		Ekco (411 Ekco)				Evans (436 Evans)				
Dimyrl (1530 Fisons)					overblankets electric				piglet anaemia paste 1oz	29 6	10 10	—	
pastilles †					Princess single	—	—	239 6	Eve (888 Newey)				
Diotex (710 Knox)					double	—	—	290 0	hairgrips	5	1 11	10	
tablets 18	18 4	6 9	2 8		twin	—	—	334 6	Eylure (443 Eylure)				
Disamide (1545 Vestric)					underblankets electric				Beauty Light mirror	64 0ea	23 6ea	119 6	
Disprin (1037 Reckitt)					Daphne double	—	—	158 0	cosmetic brushes				
tablets 8	7 8	2 7	1 1		Delia double	—	—	111 11	blending brush	48 10	17 11	7 9	
26	20 6	6 11½	2 11		Delilah double	—	—	139 6	eyeliner brush	26 9	9 10	4 3	
36	24 8	8 4½	3 6		Juno single	—	—	86 8	Facemakers	135 0	74 0	23 6	
50	30 4	10 3½	4 4		Sabrina single	—	—	117 4	lipbrush	33 1	12 1	5 3	
100	50 8	17 2½	7 3		Sophia single	—	—	109 6	shadow applicator	25 2	9 3	4 0	
20	10 8	3 7½	1 6		Super Sylvia single	—	—	152 6	shadow brush	31 6	11 6	5 0	
48	16 4	5 6½	2 4		Super Deana double	—	—	187 6	cosmetic sponge	22 0	8 1	3 6	
Distalgesic (378 Dista) ts1					Elizabeth Arden (60 Arden)				lipsticks	55 1	30 3	9 7	
tablets soluble 50	12 6ea	—	18 9		Directionale				nail polishes	40 6	22 3	6 11	
Dixcel (184 Bronco)					equalizing lotion	—	—	38 0	Faceplan (574 EHL)				
Dixcel (189 BT)					eye care	—	—	65 0	(distributors 1545 Vestric)				
Doidy (122 Bickiepegs)					moisture compensate	—	—	105 0	make-up kit	—	—	14 11	
cups	27 7	3 8	3 9		moisture shield	—	—	65 0	Farleys (448 Farleys)				
Domestos (382 Domestos)					skin bath	—	—	38 0	baby dinners and sweets				
giant	25 8	—	—		throat care	—	—	65 0	vegetables and beef,				
Dop (525 Golden)					Ellimans (414 Ellimans) existing entry				vegetables beef and				
shampoo large	46 4	17 0	7 0		Ellimans (414 Ellimans)				bone, vegetables				
Dormel (1426 UN)					(distributors 104 BP)				chicken and tomato				
feeders	—	—	2 6		royal embrocation 4oz	28 4	10 2	4 0	1½oz	12	—	—	
teats	—	—	10		universal embrocation	2½oz	20 8	7 5	3 0	apples and rice, apricot			
Drene (1010 P & G)					4oz	28 4	10 2	4 0	2oz	12 3	—	—	
shampoo personal	51 1	18 3	1 2		Elsan Blue (418 E)†				pudding, orange and				
medium	36 6	13 1	1 8		8 charges	58 6	—	6 6	lemon pudding, straw-				
popular	28 7	10 3	3 11		16 charges	92 2	—	10 3	berry sweet				
professional	106 8	38 0	—		32 charges	148 6	—	16 6	Felix (455 Felix)				
sachets	—	—	—		Embryomaske (49 Aneson)				cat food	—	—	9	
Drenison (413 Lilly) existing entry					instant beauty mask	20 0ea	11 0ea	42 0	Femfresh (47 Anestan)				
Drenison (413 Lilly) T5					Emko (506 Gerhardt)				deodorant dry-spray 50g	35 9	19 8	5 11	
cream 15g	9 3ea	—	13 11	I	(distributors 430 Eucryl)				Fennings (1534 Fennings)				
with neomycin 15g	9 11ea	—	14 11		(distributors 366 DR & A)				cooling powders adult				
ointment 15g	9 3ea	—	13 11		Emoform (1341 Willows)				12	16 3	6 0	2 5	
with neomycin 15g	9 11ea	—	14 11		medicated toothpaste 100g	46 6	17 1	6 10	36	39 0	14 4	5 9	
Drurys (389 Drury)					Energen (421 Energen)				5	80 0	29 8	1 0	
Drurys (246 Chambers)					Energen (1114 5EF)				(1 gross)	150 0	55 0	1 0	
Dunlop (396 DC)					Entacyl (179 BDH)				(2 gross)	22 0	8 1	3 2	
hot water bottles					suspension 150ml				20	22 0	8 1	3 2	
Colsline	76 0	—	9 6		Erycen (117 BPL)				cough mixture	16 3	6 0	2 5	
Cosimax	29 1ea	—	37 4		tablets 500	294 0ea	—	144 0	fever mixture	23 3	8 6	3 5	
Deep Sleep	24 3ea	—	31 4		Erytex (211 Butler)				little healers	36 17 0	6 3	2 6	
Flag	69 0	—	8 8		ointment 500g	96 0	—	12 0	90	34 0	12 6	5 0	
Goliwog	90 0	—	11 3		1 lb	—	—	—	12	6 6	2 5	1 0	
Quiitee	105 0	—	13 2		Escapade (1131 Shulton)				little healer tablets	40 16 3	6 0	2 5	
Renown	81 0	—	10 2		bath foam	63 6	34 1	11 0	ointment	10 0	3 8	1 6	
Symbol	64 0	—	8 0		bath oil foaming	92 9	33 2	14 9	rheumatic tablets	45 23 3	8 6	3 5	
house gloves					body lotion	46 3	24 0	8 0	Fentazin (34 A & H)				
Manicare	42 0	5 4	5 9		Cologne	70 9	37 11	12 3	duolets				
Duobac (1413 P & S) T5					skin fragrance	60 8	32 6	10 6	Fergora (1439 Strathmore)				
Duphalac (324 Crookes)					splash Cologne	70 9	37 11	12 3	cordials	25oz	17 6	3 9	2 6
Duphalac (1539 Duphar)					talcum	36 1	19 4	6 3	squashes				
syrup 200ml	17 8ea	—	26 6		Eskacillin (1153 SKF) T				orange, lemon	25oz	17 8	3 9	2 3
2 l	159 0ea	—	—		100	80 0	—	10 0	lime, lemon barley	25oz	21 11	4 8	2 1
Duphaston (324 Crookes)					200	98 0	—	12 3	* Includes 3d for container				
Duphaston (1539 Duphar)					old packs	—	—	—	Fernico (333 Cupal)	26 5	—	—	3 9
Durex (774 LR)					sulpha 100 and 200	—	—	—	Fete (Molyneux (194 Bronnley)				
diaphragms flat spring	96 0	—	—		Eskornade (1153 SKF) ts7				poudre parfume	—	—	—	65 0
coil spring	—	—	—		syrup 150ml	72 0	—	9 0					
					4oz	—	—	—					

	Trade	Tax	Retail
Fiesta (153 BSC) existing entry			
Fiesta (153 BSC) 25 case minimum order			
towels 1-roll	32 0	4 5	2 3
2-roll	(2 doz) (1 doz)	(1 doz) (1 doz)	3 0
Fille d'Eve (963 PNR) existing entry			D
Fille d'Eve (936 PNR)			
perfume	F90 26 7ea	14 3ea	55 6
	F81 34 6ea	18 6ea	72 0
	F88 46 7ea	25 0ea	96 9
	F31 74 0ea	39 8ea	153 6
	F21 127 0ea	68 1ea	264 0
de luxe	F33 89 1ea	47 9ea	185 0
toilet water	F7 20 6ea	11 0ea	42 6
	F6 32 10ea	17 7ea	68 3
	FS 52 0ea	27 11ea	108 3
Flex (1052 Revlon)			
hair conditioner	0288		17 6
Fluoderm (179 BHD)			
cream plain	15g		D
Focus (1242 Toni)			
hair highlight	21 6	11 3	3 6
Freesia (1355 Yardley)			
perfume	1891 79 0	43 6	13 6
perfumed Cologne	1884 73 0	40 2	12 6
cream perfume	85 0	46 9	14 7
Fresh'n Dainty (506 Gerhardt)			D
(distributors 430 Eucryl)			
(distributors 366 DR & A)			I
Frooty (127 Bioglan)			
tablets	100 30 0		3 6
	1000 20 0ea		30 0
Fucidin (747 Leo) TS			
intravenous infusion	19 6ea		26 0
Fungilin (1176 Squibb) TS			
cream	15g 9 0ea		13 6
lotion	15ml 10 2ea		15 3
lozenges	20 8 5ea		12 8
ointment	15g 9 0ea		13 6
oral tablets	20 18 11ea		28 5
	100 75 7ea		113 5
pessaries	15 12 7		18 11
	100 66 0		99 0
suspension	12ml 15 0		12 6
Fungizone (1176 Squibb) TS			
intravenous	vial 24 7ea		36 11
for tissue culture	vial 28 10ea		43 3
Furacin (1153 SKF)			
solution	500ml 28 6ea		42 9
	16oz		D
Furadantin (1153 SKF)			
suspension	150ml 96 0		12 0
	21 92 0ea		138 0
4oz and 80oz			D
Furoxone (1153 SKF)			
suspension	300ml 99 0	36 4	15 5
	8oz		D
Gastrinol (956 Peptinol) † DDI			
(distributors 1545 Vestric)	12 5ea	4 7ea	20 6
Gerber (200 B & P)			
instant baby foods			
packet fruits	1 1/2oz 13 1		
packet savoury	1 1/2oz 13 1		
Geriatric Pharmaton (265 CDC)			D
Geriatric Pharmaton (1564 Pharmaton)			
Germaine Monteil (1486 GM)			
gel rouge			35 0
lip glints			20 5
Gerovital H3 (1599 TTC) †			
tablets	25 18 4ea		27 6
Gillette (S14 Gillette)			
shaving cream			
foamy aerosol	198g 47 3	16 6	6 11
	150g 38 8	13 6	5 8
razor adjustable set	147 8	52 10	22 6
old model			D
Gin-Fizz (Lubin (957 Perl))			
eau de toilette	689 13 9ea	7 6ea	29 6
	690 23 0ea	12 3ea	49 0
	691 35 3ea	18 9ea	75 6
atomiser	599 18 6ea	9 9ea	39 6
	600 26 9ea	14 3ea	57 6
perfume	639 16 9ea	9 0ea	36 0
	649 29 6ea	15 9ea	63 0
	650 48 3ea	25 6ea	103 0
	651 76 6ea	40 6ea	163 0
Glaxo (518 Glaxo)			
vaccines			
diphtheria tetanus F.T.			D
diphtheria tetanus			
poliomyelitis inactivated			D
poliomyelitis inactivated			D
tetanus F.T.			D
Gleem (1010 P & G)			
toothpaste	medium 28 3	10 1	2 7
	(1 1/2 doz) (1 1/2 doz)		
	large 26 2	9 4	3 7
	(1 doz) (1 doz)		
Glenrol (184 Bronco)			D
Glenrol (189 BT)			
Glycinello (664 JS & C)			D
Glycinello (49 Aneson)			
hand cream	tin 28g 14 0	7 8	2 6
	tube 50g 26 0	14 4	4 6
	105g 47 0	25 10	8 4

	Trade	Tax	Retail
Golden Babe (761 Lilia-White)			
disposable napkins	10 22 1		2 4
	20 41 11		4 5
	48 99 3		10 4
Graneodin (1176 Squibb) TS			
ointment	3.6g 2 0ea		3 0
	15g 4 0ea		6 0
	200g 48 0ea		72 0
Guanor (1089 RPD) †			
expectorant	21 22 0ea		
Gucki (16 AGL) existing entry			D
Gucki (16 AGL)			
35mm viewer	6 0ea	3 4ea	12 7
Haematrix (810 Maw)			
ointment	22 4	8 2	3 6
suppositories	41 0	15 0	6 3
Haigh's (357 D5 & H) †			
sovereign remedy	105 0	38 6	14 11
tonic medicine	80z 105 0	38 6	14 11
Halex (80 BXL)			
baby bath	F440 224 0	30 10	30 6
	F465 278 0	38 2	37 9
	F449 209 6	28 10	28 6
stand	F466 291 6	40 0	39 9
	F631 426 0	50 0	57 6
bathtime set	F641 469 0	57 6	63 6
	F166 36 3	13 4	5 9
brush	F174 38 3	14 1	6 0
	F172 56 8	20 5	8 9
brush/comb and rattle	F632 57 9	21 5	9 0
brush set 4-piece	F634 95 7	40 4	15 3
5-piece	F636 98 9	33 6	15 3
chamber	F501 65 0		8 3
7in	F512 34 2		4 3
8in	F502 48 4		6 0
non-spill	F509 61 0		7 9
feeder beaker	F474 22 10	3 2	3 3
keep warm plate	F471 83 6	11 5	11 6
layette basket	F439 108 9	14 11	15 0
with nylon cover	F438 200 0	27 5	27 3
mealtime set	F315 44 4	6 1	6 0
	F376 52 0	7 1	7 0
	F375 76 2	10 6	10 6
training seat	F431 92 5		11 6
adjustable	F472 90 3		11 3
bath brush	D593 70 8	25 10	11 0
child's bib	F477 56 9		7 0
denture brush	A400 28 0		3 6
hairbrushes gents			
woodgrain finish	D117 87 4	32 0	13 6
3-piece set	D453 54 8	20 1	8 6
5-piece set	D455 74 0	27 2	11 6
hairbrushes ladies			
Radial	D329 41 10	15 4	6 6
Radial brush/comb			
	D314 48 3	17 8	7 6
Care'ree	D366 48 3	17 8	7 6
Stylist	D332 57 8	21 2	8 11
Swinging	D323 54 8	20 1	8 6
wood grain finish	D328 89 9	32 11	14 0
hairbrushes children's			
Noddy	DF180 41 10	15 4	6 6
ladies' brush sets			
3-piece set	E611 115 6	42 4	17 11
	E612 126 9	46 6	19 6
	E681 135 0	49 6	21 0
Harmony 3-piece	E658 167 2	61 4	26 0
4-piece	E665 225 6	82 6	35 0
Princess 3-piece	E659 189 8	69 7	29 6
4-piece	E679 241 0	88 4	37 6
Teenager 3-piece	E685 125 6	46 0	19 6
Venice 3-piece	E682 186 6	68 5	29 0
coffret Caprice			
4-piece set	E656 74 0	27 2	11 6
nail brushes			
non-slip	D520 14 6	5 4	2 3
nursery bin with			
deodoriser	F400 142 8	19 6	19 6
nursery tidy bin	F404 123 0	16 10	16 9
soap size	E342 8 9	4 9	1 6
bath case	E345 11 9	6 5	2 0
toothbrush nylon			
Capri	A259 28 0		3 6
Halmagon (801 MP)	38 6	14 2	5 7
	115 0	42 2	16 3
Handy Andies (153 BSC) existing entry			
Handy Andies (153 BSC) 25 case minimum order			
tissues	44 9	6 2	7
	(1 gross) (1 gross)		
Happy Face (1242 Toni)			
facial washing cream	tube 25 5	8 10	4
Hardy Amies (568 HA)			
Signature			
eau de toilette	108cc		47 6
perfume	6.5cc		72 6
	13.5cc		105 0
	30cc		150 0
Haynon (1089 RPD)			
tablets 4mg	50 5 9ea		
	500 42 6ea		
Head & Shoulders (1010 P & G, Southern area only)			
shampoo cream	sachet 21 9	7 9	1 0
	(3doz) (3doz)		
	medium 21 2	7 7	2 11
	large 39 8	14 2	5 6
lotion	sachet 21 9	7 9	1 0
	(3doz) (3doz)		
	medium 21 2	7 7	2 11
	large 48 10	17 6	6 9

	Trade	Tax	Retail
Hedex (976 P5 & T)			
tablets	16 28 9		3 0
Hedges (590 Hedges) existing entry			D
Hedges (590 Hedges)			
L.260 snuff	21 6		2 2
	45 6		4 5
	87 0		8 3
Heinz (593 Heinz)			
unior foods (all 5 to 9 case rate)			
steak & kidney dinner, liver & bacon dinner	can 4 1/2oz		1 0
	(2doz)		
Helena Rubinstein (596 HR)			
illumination			
luminator			45 0
souffle stick			47 6
silk blusher stick			25 6
silk bronzer stick			25 6
Heminevrin (68 AH)			
tablets	25 and 1000		D
Hewferro (68 AH)			D
Hewlix (68 AH)			D
Hexoestrol (179 BDH)			D
Hi and Dry (1052 Revlon)			
roll on deodorant	5109		11 0
Hill's (605 Hill's) †DDI			
bronchial balsam	100ml 30 0	11 0	4 5
	200ml 50 0	18 4	7 4
Histofax (208 BW)			
cream	17.5g 20 0	7 4	3 1
Histron (1367 R & B)			
balm	25g 18 0	6 7	2 10
	50g 30 0	11 0	4 8
	75g 42 0	15 5	6 6
Homyped (1169 G5 & 5) existing entry			D
Homyped (49 Aneson)			I
(distributors 1545 Vestric)			
exercise sandals			
children's	pr 14 11ea		19 11
ladies'	pr 18 2ea	2 3ea	29 11
men's	pr 18 2ea	2 3ea	29 11
Horlicks (621 Horlicks)			D
Horlicks (103 Beecham)			I
tablets plain	12 4 10		6
chocolate flavoured			
tablets			D
Hornicura (357 D5 & H) (vet.)			
medium	15 9ea	6 0ea	27 0
large			D
Hypoject (357 D5 & H) †s4B (vet.)			
	100cc 76 6		8 6
	500cc 20 8ea		27 6
Hytex (710 Knox)			
ointment	tube 49	18 1	7 0
Ibcol (671 Jeyes)			
disinfectant extra	5gal 58 4ea		
Ikoblitz (673 JofH)			
flashgun 6			D
LD			D
M			D
flashgun A			61 2 1
C			61 2 1
D			61 2 1
Ikophot (673 JofH)			
exposure meter 5			225 5
CD			450 9
Ikoskop (673 JofH)			
slide viewer			D
droscope attachment			D
Ilford (645 Ilford)			
cameras			
Compact outfit	37 9ea	20 9ea	77 5
Universal 50C	38 5ea	21 2ea	78 10
outfit	50 4ea	27 8ea	99 8
Universal Flash	40 0ea	22 0ea	82 0
outfit	51 7ea	28 4ea	100 11
Ilotycin (413 Lilly) TS			
tablets 250mg	100 62 0ea		93 0
	500 301 6ea		452 6
	1000 591 3ea		886 11
	5000 2895 0ea		4342 6
Indal Finnish Sauna (961 EGP)			
bubble bath	sachets (2) 21 0	7 9	3 0
bottle 5oz	6 6ea	2 5ea	13 0
hair conditioner			
sachets (2)	18 6	10 2	3 0
bottle 5oz	7 1ea	3 11ea	16 0
shampoo	sachets (2) 21 0	7 9	3 0
bottle 30cc	22 6	8 3	3 6
6oz	6 6ea	2 5ea	13 0
soap (1)	4 1/2oz 35 0	12 10	5 6
(3)	8 9ea	3 3ea	16 6
presentation drum	20 1ea	8 9ea	42 0
Influvac (324 Crookes)			
Influvac (1539 Duphar)			D
Infraphil (977 PE)			
health lamp	KL7500 86 3ea		115 0
Intalbut (1490 IAP5) †s4B			
tablets 100mg	250 6 0ea		
	500 11 6ea		
	1000 22 2ea		
	250 8 0ea		
	500 15 6ea		
	1000 30 2ea		

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Caloxine (1490 IAPS) TS				Kaopectate (1263 Upjohn)				chocolate peppermint			
lets 250mg	250	0ea	—	500ml	7 11ea	—	—	cream	23 3	5 1 1/2	3 0
500	51	0ea	—	16oz	—	—	—	chocolate orange cream	23 3	5 1 1/2	3 0
1000	100	0ea	—	Kaykill (683 Kay) existing entry				chocolate wafer bars	23 3	5 1 1/2	3 0
Calpen (1490 IAPS) TS				Kaykill (1068 Roberts)				crackers	44 3	—	4 11
lets 125mg	250	22	0ea	rodenticide	3 1/2oz	11 5	—	milk chocolate meal	21 3	4 8	2 9
500	43	0ea	—	12oz	29 3	—	3 9	plain chocolate meal	21 3	4 8	2 9
1000	85	0ea	—	Kaymet (686 Kaymet)				Lincocin (1263 Upjohn) TS			
250mg	250	43	0ea	Keep-Warm feeding plate	66 0	9 1	8 11	100ml	29	2ea	—
500	85	0ea	—	no-spill baby cup	14 0	1 11	1 11	60ml	—	—	—
1000	160	0ea	—	Kemithal (649 ICI)				sterile solution 600mg	73	4ea	—
Calpram (1490 IAPS) TS4B				Kemoform (853 Modkem)				2ml x 10	—	—	—
lets 25mg	250	14	6ea	balsam of aniseed	50ml	13 6	4 8	Livadex (1545 Vestric)			
500	28	0ea	—	3oz	—	—	—	Love Pat (1052 Revlon)			
1000	55	6ea	—	Kent (693 Kent)				extra moist compact			
Calalone (1490 IAPS) TS				shaving brush 100% badger				0884	—	—	18 0
lets 1mg	250	4	3ea	white handle	V4	45 3ea	16 1ea	5416	—	—	8 9
500	7	3ea	—	black handle	C24	46 7ea	16 7ea	tortoise tone fashion case			
1000	13	11ea	—	Keybells (563 Hampshire)				3275	—	—	9 6
5mg	250	12	6ea	Keybells (1068 Roberts)				3274	—	—	9 6
500	24	0ea	—	Kinidin Durules (68 AH)				0671	—	—	11 0
1000	47	3ea	—	tablets	100	88 4ea	—	patrician compact refill			
Calalone (1490 IAPS) TS				30	—	—	—	0613	—	—	7 6
lets 1mg	250	4	0ea	Kleenex (702 KC) 10 case minimum order				petite compact refill			
500	7	0ea	—	tissues Silk Soft				0656	—	—	7 0
1000	13	5ea	—	boutique	42 4	5 10	2 11	Luma (801 MP)			
5mg	250	11	6ea	handy	72	(2 doz)	(2 doz)	compound			
500	22	6ea	—	150	(6 doz)	(6 doz)	2 1	trial	19 6	7 2	3 0
1000	44	5ea	—	regular	100	(4 doz)	(4 doz)	medium	42 6	15 7	6 6
Calamine (1052 Revlon)				150	(4 doz)	(4 doz)	2 1	large	51 9	19 0	8 0
au de toilette	0415	—	—	30	(2 doz)	(2 doz)	2 11	family	66 6	24 5	10 6
tion	5146	—	—	100	(1 gross)	(1 gross)	4	cubes	47 6	17 5	8
milk bath	0745	—	—	for men	100	(2 doz)	(2 doz)	(1 gross)			
perfume	0957	—	—	Harlequin	100	(2 doz)	(2 doz)	Luminal (97 Bayer)			
0958	—	—	—	K-Lens (810 Maw)				elixir			
0966	—	—	—	eyelotion	490.00	48 2	17 8	Lusty's (781 Lusty)			
0916	—	—	—	Kodak (711 Kodak)				kelp powder			
2153	—	—	—	colour miniature film				4oz	24 0	—	3 0
Calom-Rapid (16 AGL) existing entry				Kodacolor-X (36 exp.				8oz	38 0	—	4 9
Calom-Rapid (16 AGL)				projectors				150	32 0	—	4 0
camera	165	2ea	77 3ea	Carousel S	760	0ea	418 0ea	500	80 0	—	10 0
outfit small	186	10ea	87 4ea	Carousel 5-AV	1020	0ea	561 0ea	1000	13 0ea	—	19 0
large	211	4ea	98 10ea	old models	—	—	—	tablets malted	100	27 0	—
camera C	209	3ea	115 1ea	Kolynos (655 ICC)				250	53 0	—	6 8
case	29	7ea	116 3ea	denture fixative	22 6	—	2 6	750	12 6ea	—	18 9
Calo-Pak (16 AGL)				37 6	—	—	4 2	capsules	24	24 0	—
ash gun	21	11ea	12 1ea	Lactate-Ringers (413 Lilly)				84	66 0	—	8 3
Calo-Rapid (16 AGL) existing entry				solution ampoules	25	200 0ea	—	Lydrin (211 Butler)			
Calo-Rapid (16 AGL)				L'Air du Temps (936 PNR) existing entry				500ml	138 0	—	16 0
camera I	30	7ea	16 10ea	L'Air du Temps (936 PNR)				21	40 0ea	—	60 0
outfit without flash	34	7ea	19 0ea	creme parfume	CB3	12 0ea	6 5ea	16oz and 80oz	—	—	—
with flash	68	6ea	37 8ea	dusting powder	TB1	30 4ea	16 3ea	Mac (103 Beecham)			
camera C	62	10ea	34 7ea	refill	TB2	17 11ea	9 7ea	cold treatment	28 4	10 5	3 11
outfit	69	9ea	38 4ea	perfume	B90	26 7ea	14 3ea	Mademoiselle Ricci (936 PNR) existing entry			
outfit IC	60	0ea	33 0ea	de luxe	B81	34 6ea	18 6ea	Mademoiselle Ricci (936 PNR)			
autoset	74	5ea	40 11ea	atomiser	B88	46 7ea	25 0ea	creme parfume	CE3	12 0ea	6 5ea
ady set IC	78	3ea	43 0ea	refill	B31	74 0ea	39 8ea	perfume leger	E110	28 0ea	15 0ea
C	89	3ea	49 1ea	sparkling bath oil	B21	127 0ea	68 1ea	soap	SE1	13 9ea	4 11ea
Cal (1480 Izal)				toilet water	B33	89 1ea	47 9ea	talcum	TE3	11 4ea	6 1ea
antiseptic	19 9	6 9	2 9	atomiser	B30	163 6ea	87 8ea	toilet water	E7	18 9ea	10 1ea
bath cleaner	26 3	—	2 11	refill	B240	48 6ea	26 0ea	atomiser	E6	30 9ea	16 6ea
ft tissue rolls	31 0	—	2 4	sachet	B141	25 0ea	13 5ea	refill	E5	50 6ea	27 1ea
doubles	(1 1/2 doz)	—	—	soap (3)	SBI	13 9ea	4 11ea	Ma Griffe (1469 PC) existing entry			
germicide	1qt	—	—	sparkling bath oil	MB3	16 9ea	6 0ea	Ma Griffe (1469 PC)			
abad (664 JS & C)				toilet water	TB3	11 4ea	6 1ea	bath oil	4843	28 11ea	15 6ea
abad (49 Aneson)				atomiser	B6	32 10ea	17 7ea	Cologne	8028	16 10ea	9 0ea
ean Sorelle (669 Sorelle)				refill	B5	52 0ea	27 11ea	4oz	8029	27 8ea	14 10ea
ector's House soap	19 8	7 0	3 0	atomiser	B106	39 6ea	21 2ea	8oz	8030	48 2ea	25 10ea
eyes (671 Jeyes) existing entry				refill	B107	26 10ea	14 5ea	14oz	8031	86 9ea	46 6ea
eyes (671 Jeyes)				airomatic spray	B117	20 11ea	11 3ea	26oz	8032	135 9ea	72 10ea
ir fresher blocks	23 5	—	10	refill	B175	32 10ea	17 7ea	spray	8022	28 11ea	15 6ea
fluid†	7oz	15 8	1 8	Lancome (726 Lancome)				dusting powder	4810	20 3ea	10 10ea
20oz	26 11	—	2 11	O de Lancome				perfume cream	4804	14 5ea	7 9ea
40oz	49 4	—	5 4	2oz				mousse douce	4829	13 2ea	4 8ea
1gal	13 0ea	—	16 6	4oz				perfume	8040	20 3ea	10 10ea
5gal	56 3ea	—	68 3	8oz					8042	24 4ea	13 1ea
reshbin powder	680g	17 0	1 9	10cc					8044	31 3ea	16 9ea
toilet flats				2oz					8045	40 5ea	21 8ea
soft single	37 0	—	1 5	Lavato (184 Bronco)					8000	60 3ea	32 4ea
double	(3 doz.)	—	2 6	Lavato (189 BT)					8046	74 6ea	39 11ea
babysoft single	26 7	—	1 0	Lederkyn (746 Lederle)					8001	86 9ea	46 6ea
double	(3 doz.)	—	1 10	suspension					8002	137 0ea	73 6ea
manilla single	37 0	—	1 5	Lederplex (746 Lederle)					8003	211 7ea	113 6ea
double	(3 doz.)	—	2 6	liquid					8074	43 4ea	23 3ea
toilet rolls	33 10	—	2 6	Lederstatin (746 Lederle)					8075	40 5ea	21 8ea
babysoft twin	(1 1/2 doz.)	—	2 6	suspension					4851B	6 1ea	2 2ea
manilla	36 2	—	1 4	Lemco (926 Oxo)					4856	8 10ea	3 2ea
toilet fittings				Lem-Sip (1037 Reckitt)					4811	9 7ea	5 2ea
plastic	22 4	2 0	2 6	cold remedy	27	9 4	3 11		8728	24 1ea	12 11ea
porcelain white	106 8	12 0	12 6	Leucovorin (746 Lederle)					8729	40 5ea	21 8ea
coloured	12 9ea	1 9ea	18 4	ampoules 3mg/ml	6	38 4ea	—		8730	60 8ea	32 6ea
Leypine (671 Jeyes)				Lilia (761 Lilia-White)					8025	20 3ea	10 10ea
disinfectant	5gal	58 4ea	—	sanitary belt	16 8	2 4	2 1		8026	43 4ea	23 3ea
Justine (Feraud (480 FP)				towels	12	—	—		4848	24 4ea	13 1ea
perfume	1/2oz	—	32 6	Lil-lets (761 Lilia-White)							
Kaomycin (1263 Upjohn) TS				regular	10	21 0	—				
150ml	14 0ea	—	—	super	20	36 7	—				
500ml	44 3ea	—	—	super plus	10	23 2	—				
4oz	—	—	—	Limmits (1552 UL)							
16oz	—	—	—	biscuits	38 3	—	4 3				

	Trade	Tax	Retail
Mastop (328 CCC)			
vet. 1gal. 33 4ea — 50 0			
5gal. 153 4ea — 230 0			
Mavala (664 J5 & C) existing entry			D
Mavala (49 Aneson)			I
2x2 10 0ea 5 6ea 20 6			
002 base 10 0ea 5 6ea 20 6			
cuticle cream 10 0ea 5 6ea 20 6			
cuticle oil 10 0ea 5 6ea 20 6			
eyelite 6 0ea 3 3 1/2ea 12 4			
lipstick 5 0ea 2 9ea 10 3			
Mavaderma nail grower 11 2ea 6 2ea 23 0			
phial 58 0 31 11 9 11			
nail enamel 6 3ea 3 5ea 13 0			
frosted 7 6ea 4 1 1/2ea 15 9			
remover 3 0ea 1 8ea 6 2			
Scientifique bottle 11 2ea 6 2ea 23 0			
applicators 11 2ea 6 2ea 23 0			
discovery pack 32 8 17 11 1/2 5 6			
magna pack 58 0 31 11 9 11			
Mavaderma 58 0 31 11 9 11			
Maws (810 Maw)			
Nappi pants 20 0 — 2 6			
Tufty Tail pads 10 20 0 — 2 1 1			
newborn 12 — — — D			
nappy liners 40 0 — 5 0			
Tufty pants 27 3 — 3 3			
cot sheets 335.02 20 0 — 2 9			
feeders			
pyrex comp. 8oz 302.22 28 4 — 3 6			
4oz 302.11 26 4 — 3 3			
spare for 8oz 302.01 20 0 — 2 6			
polycarbonate 303.22 30 0 — 3 9			
polythene comp. 8oz 303.12 26 4 — 3 3			
4oz 303.13 24 4 — 3 0			
dinky glass 360.00 22 0 — 2 9			
polythene 360.02 24 0 — 3 0			
Simpla tablets 12 24 0 — 3 0			
24 40 0 — 5 0			
teats assorted hole 300.03 8 4 — 1 0			
universal 9 9 — 1 2			
baby powder 371.05 — — — D			
anti colic mixture 337.03 — — — D			
feeder boatshape comp. 4oz 331.04 — — — D			
teats deluxe 301.05 — — — D			
emery boards — — — D			
hot water bottles (now shown under NPU) — — — D			
Surgical dressings			
bandages B.P.C.			
1in x 4yd 110.18 3 9 — 6			
2in x 4yd 110.02 6 2 — 9			
3in x 4yd 110.04 8 7 — 1 1			
4in x 4yd 110.19 11 1 — 1 5			
crepe 2in 141.00 23 5 — 2 11			
2 1/2in 141.01 28 3 — 3 6			
3in 141.02 33 9 — 4 2			
3 1/2in 141.03 38 8 — 4 10			
4in 141.04 44 1 — 5 6			
6in 141.05 65 5 — 8 2			
cellulose tissue 147.01 56 0 — 7 0			
cotton wool B.P.C.			
1/2oz 100.00 6 3 — 9			
1oz 102.01 8 6 — 1 1			
4oz 102.03 24 0 — 3 0			
16oz 102.05 80 0 — 10 0			
hospital quality 1oz 102.07 7 3 — 11			
4oz 102.09 19 0 — 2 5			
16oz 102.11 60 0 — 7 6			
gamgee pink label 4oz 146.09 23 3 — 2 7			
16oz 146.11 78 0 — 8 8			
blue label 4oz 146.12 27 0 — 6 0			
16oz 146.14 93 0 — 10 4			
gauze B.P.C.			
1yd 137.02 12 7 — 1 7			
3yd 137.03 27 9 — 3 8			
6yd 137.04 50 8 — 6 4			
12yd 137.05 98 3 — 12 3			
unsterilised rolls 100yd 125.05 62 10ea — 94 6			
25yd 125.06 16 1ea — 24 2			
lint B.P.C.			
plain 1/2oz 120.00 8 5 — 1 1			
1oz 135.01 12 11 — 1 7			
4oz 135.03 41 6 — 5 2			
16oz 135.05 150 0 — 18 9			
boric 1/2oz 143.00 8 9 — 1 1			
1oz 134.07 13 8 — 1 9			
4oz 143.09 44 6 — 5 7			
16oz 143.05 161 0 — 20 1			
multiple pack dressings No. 1 148.00 37 6 — 4 8			
No. 2 148.01 76 3 — 9 6			
K.L.N. suspension 337.05 16 2 5 11 2 6			
Max Factor (813 MF)			
fashion lashes 118 0 61 8 19 11			
lower lashes 74 0 38 8 12 11			
adhesive 24 0 12 6 4 1			

	Trade	Tax	Retail
hand and body lotion 8oz 58 8 30 8 9 11			
17oz 71 4 37 3 12 0			
Maya (664 J5 & C)			D
Maya (49 Aneson)			I
Melina (1406 SGBP)			
Ash-Ling			
bubble bath — — 10 9			
cleansing milk — — 8 6			
dusting powder with puff — — 15 6			
hand lotion — — 8 0			
perfume 6cc — — 15 6			
skin perfume — — 14 6			
talcum powder — — 8 0			
Shee-Vawn			
bubble bath — — 12 6			
dusting powder with puff — — 15 6			
hand lotion — — 8 0			
perfume 6cc — — 17 6			
skin perfume — — 17 6			
talcum powder — — 8 0			
Saga for men			
after shave lotion — — 12 6			
talcum — — 8 6			
set — — 21 0			
Meltus (333 Cupal)			
adult cough mixture 4oz 26 0 8 7 3 11			
8oz 39 3 12 11 5 11			
junior 3oz 24 3 8 0 3 6			
6oz 34 9 11 5 5 3			
Mendaco (710 Knox) †			
tablets 20 34 4 12 8 4 11			
48 68 7 25 2 9 10			
120 137 2 50 4 19 6			
Mennen (525 Golden)			
shave creams			
lather/menthol — — 8 6 3 4			
brushless/menthol 70g 23 2 — — D			
old packs — — — — D			
Menwin (1449 Burjax)			D
Metamsustac (972 Pharmax)			D
Methyltestosterone (917 Organon) †s4B			
Sublings 5mg 100 9 0ea — 13 6			
10mg 100 14 8ea — 22 0			
25mg 100 28 6ea — 42 9			
50mg 100 52 8ea — 79 0			
Micoren (501 Geigy)			
capsules 400mg 100 75 0ea — 112 6			
500 350 0ea — 525 0			
Milo (883 Nestle) 8oz 33 11 — 3 6			
16oz 60 7 — 6 2			
Miners (876 MP)			
frosted powder shadows 17 5 9 7 3 0			
stick shadows 17 5 9 7 3 0			
super sleek wigs 66 0ea — 99 0			
Minims (1154 SNP)			D
Minolta (667 JCL)			
camera cine 8mm			
Autopak 8-K7 — — 2399 6			
8-K11 — — 3199 6			
cameras instant load 16-P5 kit — — 420 0			
Autopak 550 — — 659 0			
Autopak 800 — — 1059 0			
500 and 700 — — — — D			
projectors			
Autodual 8 — — 1319 6			
Auto Dial 8 — — — — D			
Super-8 — — — — D			
viewer 16 — — — — D			
Mirra-coat (174 BMAH)			
dog feed additive 1 lb 12 0ea — 18 0			
Mitchum (1520 IPM) existing entry			D
Mitchum (1520 IPM)			I
anti-perspirant			
cream 26 6ea 9 8ea 45 0			
liquid 26 6ea 9 8ea 45 0			
Esoterica cream			
original 18 6ea 10 2ea 35 0			
facial 18 6ea 10 2ea 35 0			
fortified 26 0ea 14 3ea 49 0			
Moditen (1176 Squibb) †s4B			
tablets 1mg 25 8 1ea — 12 2			
100 28 10ea — 43 5			
500 126 0ea — 189 0			
2.5mg 100 36 0ea — 54 0			
500 156 0ea — 234 0			
5mg 100 48 0ea — 72 0			
500 204 0ea — 306 0			
Mogadon (1074 Roche) †s4B			
capsules 100 22 0ea — 33 0			
500 88 0ea — 132 0			
Monsieur de Givenchy (1589 Givenchy)			
deodorant stick 7 0ea 3 10ea 14 6			
shave cream lather 8 0ea 2 11ea 14 6			
shave foam aerosol 9 2ea 3 4ea 17 6			
soap in travel box 8 6ea 3 1 1/2ea 15 6			
Morny (862 Morny)			
after bath Cologne 22371 — — — — D			
22381 — — — — D			
Beauty Bath			
foam 22538 — — 3 11 1			
gelee 22507 — — 3 11 1			
soap 21502 — — 4 9			
travel pack 22869 — — 16 0 1			
dusting powder 27371 — — — — D			
eau de toilette 22301 — — 9 9 1			
overnighter 22980 — — 14 11			

	Trade	Tax	Retail
spray mist			
Lilly of the Valley, Gardenia — — 12 6			
F/F or Sandalwood — — 13 6			
old packs — — — — D			
Morsep (1007 PL)			
cream 300g 10 4ea — —			
Movex (16 AGL) existing entry			D
Movex (16 AGL)			I
cine equipment			
auto outfit 5 small 351 1ea 167 1ea 698 8			
large 425 8ea 199 1ea 844 3			
auto outfit SV 488 8ea 235 2ea 978 5			
Mucaine (1352 Wyeth) †s4B			
suspension 500ml 8 6ea — 11 4			
12oz — — — — D			
Multivite (179 BDH)			
pellets 1000 — — — — D			
Multrate (1582 Albion)			D
Munium (49 Aneson)			D
breath freshener 30 6 16 6 2			
Mysteclin (1176 Squibb) T5			
capsules 16 10 8ea — 16 0			
100 63 9ea — 95 8			
500 307 8ea — 461 6			
100ml 9 8ea — 14 6			
syrup 16 10 8ea — 16 0			
tablets 100 63 9ea — 95 8			
500 307 8ea — 461 6			
"N" (333 Cupal)			
tonic syrup 6oz 23 6 7 9 3 6			
Nappiclene (810 Maw)			
powder 16oz 44 0 — 5 6			
Natural Wonder (1052 Revlon)			
blemish stick 0424 — — 14 0			
blotting pressed powder 5349 — — 17 6			
fashion case 2833 — — 10 6			
foaming facial cleanser 5281 — — 21 0			
make-up cake 5126 — — 16 0			
medicated stick 0424 — — — — D			
night treatment lotion 2890 — — 21 6			
oil-free make-up 5348 — — 17 6			
pressed powder 0837 — — 15 6			
refill 5027 — — 9 0			
replacement puff 5029 — — 2 6			
skin lotion 0776 — — 16 6			
Nature Boy (849 MML)			
foot exercise sandals men's flat wood soled 33 4pr — 49 11			
Nature Child (849 MML)			
foot exercise sandals flat wood soled 23 11pr — 35 11			
low wedge heel 23 11pr — 35 11			
low square heel 28 7pr — 42 11			
Nature Girl (849 MML)			
foot exercise sandals flat wood soled 28 7pr — 42 11			
low wedge heel 29 3pr — 43 11			
high square heel 33 3pr — 49 11			
high wedge heel 33 3pr — 49 11			
Naxogin (227 Erba)			
tablets 250mg 20 22 0ea — 33 0			
100 100 0ea — 150 0			
Nazotarr (333 Cupal)			
inhalant 1/2oz 13 9 4 6 2 3			
Nebroxax (208 BWV)			D
Neo-Cortef (1263 Upjohn) T5			
eye/ear drops 5ml 11 0ea — —			
10ml 15 0ea — —			
Neo-Passiorine (115 Bengue)			D
Nethaprin (838 Merrell) †s7			
expectorant 150ml 4 6ea 1 8ea 8 5			
Neuro Phosphates (1153 SKF) †			
tablets 300ml 54 0 19 9 8 5			
21 29 0ea — 43 6			
8oz and 80oz — — — — D			
Neuro-Trasentin (262 CIBA) †s4A			
tablets 100 94 0 — 11 9			
Neutrolactis (1098 Sandoz)			
tablets 10 12 0 4 5 1 10			
New Dew (751 LL)			
body lotion 155cc 63 0 34 6 10 9			
soap 3 1/2oz 29 0 10 6 4 6			
splash Cologne 100cc 91 0 50 0 15 6			
talcum 100g 49 0 27 0 8 6			
Nikini (1073 Robinson)			
sanitary pads 12 17 3 — 1 11			
Nixoderm (710 Knox)			
ointment 16 0 5 11 2 3			
32 0 11 9 4 7			
Nobecutane (179 EDH)			
remover 50g — — — —			
Nonad Tuile (34 A & H)			
2x2in 36 28 7 — 3 8			
4x4in 10 28 7 — 3 8			
36 52 2 — 6 8			
6x6in 36 95 0 — 11 11			
4in x 8yd strip 77 0 — 9 8			
Norcillin (1089 RPD) T5			
granules 125mg 60cc x 12 30 0ea — —			
100cc x 12 55 0ea — —			
tablets 125mg 500 70 0ea — —			
250mg 1000 130 0ea — —			
Novara (128 Biometica)			
cleanser 39g 23 0 12 4 3 11			

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Probiocin (147 Boots) T5	21	7 1/2	—	32 6	Petrolagar (1352 Wyeth)	57	21 0	8 1	Prestomist (357 D5 & H)	—	—
Exture 100ml	15	3 1/2	8 0	32 6	500ml	28	4 1/2	—	air freshener 5oz	—	—
uit de Longchamp (Lubin 957 Perl)	24	6 1/2	13 0	52 6	dp 6 x 500ml	—	—	—	Prokayvit (1545 Vestric)	—	—
logne 1989	15	3 1/2	8 0	32 6	16oz	—	—	—	Prom (1242 Toni)	—	—
1990	24	6 1/2	13 0	52 6	Phensic (104 BP)	100	66 5	24 4	9 2	home permanent	large 58 5 30 7 9 6
1991	37	3 1/2	19 9	79 6	tablets	—	—	—	—	small 38 11 20 5 6 4	
au de toilette 2920	29	6 1/2	15 9	63 0	Philips (977 PE) existing entry	—	—	—	—	roller perm	70 8 37 0 11 6
atomiser 1920	27	9 1/2	14 9	59 6	Philips (977 PE)	—	—	—	—	without rollers	45 1 23 7 7 4
erfume 1939	18	6 1/2	9 0	39 6	electric blankets	—	—	—	—	Pronestyl (1176 Squibb) †s4B	—
1949	31	9 1/2	17 0	68 0	3-heat single HL2216	87	0 1/2	31 1 1/2	147 0	solution 10ml 6 4 1/2 — 9 6	
1950	50	6 1/2	26 9	108 0	double HL2226	106	2 1/2	38 0 1/2	179 6	tablets 100 19 2 1/2 — 28 9	
1951	78	9 1/2	41 9	168 0	dual control HL2236	128	7 1/2	46 1 1/2	217 6	1000 144 0 1/2 — 216 0	
u-Nip (357 D5 & H)	82	6 1/2	30 3 1/2	140 3	family single HL2215	62	1 1/2	22 3 1/2	105 0	Pro-Plus (67 Ashe)	—
upercaïne (262 CIBA)	22	0	—	2 9	double HL2225	74	6 1/2	26 8 1/2	126 0	tablets 18 22 0 — 2 9	
eam 1:1% loz	38	0	—	5 0	health lamp combined HP3108	151	6 1/2	54 5 1/2	257 0	Pub (1052 Revlon)	—
positories 51	20	4 3	8 1/2	6	infra-red bulbs 13379F/3F	26	3 1/2	9 7 1/2	44 7	after shave	— — 39 6
u-Soft (903 NPU)	12	2 9	5 1/2	4	hair clippers HP2501	58	2 1/2	—	77 6	balm — — 39 6	
ankies (3 ply)	15g	8 5 1/2	—	12 8	hair curler set HP4404	118	0 1/2	42 3 1/2	199 6	Cologne — — 49 6	
sting powder 15g	8	5 1/2	—	12 8	hair dryer's	—	—	—	—	spray — — 59 6	
ntment 15g	12	8 5 1/2	—	12 8	compact HP4301	101	4 1/2	36 3 1/2	171 4	deodorant Cologne spray	— — 29 6
al tablets 100	60	0 1/2	—	90 0	ensemble HP4110	66	6 1/2	23 10 1/2	112 6	stick — — 21 0	
owder	30	0 1/2	—	45 0	hose and hood HP4902	30	2 1/2	10 10 1/2	51 1	Pub on Tap — — 147 0	
sterile 500,000 units	37	2 1/2	—	55 9	hand HP4109	54	9 1/2	19 7 1/2	92 6	talcum powder keg — — 27 6	
non-sterile 3,000,000 units	12	5 1/2	—	18 8	hood HP4606	105	7 1/2	37 9 1/2	178 6	P.V.X. (810 Maw)	—
suspension 24 dose	15	8 5 1/2	—	12 8	floor stand HP4909	30	8 1/2	4 2 1/2	45 0	plastic mixer 865-00 30 0 — 3 9	
aginal tablets 100	52	10 1/2	—	79 3	shavers	—	—	—	—	Queen (151 Boutalls)	—
Old Spice (1131 Shulton)	130	0	69 9	22 6	Flip Top HP1103	87	0 1/2	31 1 1/2	147 0	(distributors 1446 Pearmoss)	—
urley Cologne 3120	95	5	52 6	16 6	Ladyshave HP2110	46	1 1/2	16 1 1/2	79 6	astringent lotion	44 0 24 2 1/2 7 6
alcum 3140	56	3	30 11	9 9	Philishave 3 de luxe HP1112	118	0 1/2	42 3 1/2	199 6	74 0 40 8 1/2 12 9	
hair cream 3139	51	0	27 8	9 9	special HP1109	99	4 1/2	35 7 1/2	168 0	74 0 40 8 1/2 12 9	
deodorant stick 3880	56	10	30 6	10 9	rechargeable HP1302	202	8 1/2	72 5 1/2	342 7	50 0 27 6 8 6	
etick-lime 3587	61	6	22 0	9 9	Traveller cordless HP1203	74	6 1/2	26 8 1/2	126 0	88 0 48 5 15 0	
aving bowl 3709	161	6	—	—	Phosferine (1082 RKO)	161	6	—	8 11	88 0 48 5 15 0	
lygo-Maigril (664 J5 & C)	—	—	—	—	tonic wine 1/2 bott.	151	9	—	17 0	50 0 27 6 8 6	
lygo-Maigril (49 Aneson)	—	—	—	—	bott.	151	9	—	17 0	44 0 24 2 1/2 7 6	
Optima (16 AGL)	274	5 1/2	150 1 1/2	620 0	Phospho-lecithin (1545 Vestric)	160ml	36 0	13 2	5 6	74 0 40 8 1/2 12 9	
amera Rapid 125C	—	—	—	—	8oz	—	—	—	—	88 0 48 5 15 0	
125V	—	—	—	—	Phytoferol (1545 Vestric)	36 0	—	—	—	50 0 27 6 8 6	
amera 5005N	—	—	—	—	Pickles (982 Pickles)	22 6	8 5	3 6	—	50 0 27 6 8 6	
Orbenin (1393 BRL) T5	112	0 1/2	—	—	chilblain cream	—	—	—	—	44 0 24 2 1/2 7 6	
apsules 500mg	50	112	0 1/2	—	Pied Piper (506 Gerhardt)	10 9	—	1 6	—	74 0 40 8 1/2 12 9	
250	540	0 1/2	—	—	for mice	19 9	—	2 9	—	50 0 27 6 8 6	
Or-Lem (918 Or-Lem)	—	—	—	—	Pierre Cardin (1131 Shulton) existing entry	—	—	—	—	44 0 24 2 1/2 7 6	
ow calorie blackcurrant	—	—	—	—	Pierre Cardin (1131 Shulton)	—	—	—	—	74 0 40 8 1/2 12 9	
drink 26oz	—	—	—	2 9	eau de toilette 2oz	22	10 1/2	12 3 1/2	47 6	88 0 48 5 15 0	
un Real whole orange	—	—	—	2 2	4oz	38	6 1/2	20 8 1/2	80 0	50 0 27 6 8 6	
or lemon	—	—	—	2 2	8oz	57	10 1/2	31 0 1/2	120 0	44 0 24 2 1/2 7 6	
Ortho-Novin (922 Ortho)†s4B	4	4 1/2	—	6 6	1oz	31	3 1/2	16 9 1/2	65 0	74 0 40 8 1/2 12 9	
tablets 0.5mg 21	9	4 1/2	—	14 0	1oz	57	10 1/2	31 0 1/2	120 0	50 0 27 6 8 6	
3-cycle pack	4	4 1/2	—	14 0	1oz	86	9 1/2	46 6 1/2	180 0	44 0 24 2 1/2 7 6	
otopred (776 JML) T5	5	6 1/2	—	8 3	Blue Marine	20	3 1/2	10 10 1/2	42 0	88 0 48 5 15 0	
ar drops 3ml	11	6 1/2	—	15 4	eau de toilette 2oz	20	3 1/2	10 10 1/2	42 0	50 0 27 6 8 6	
otoseptil (878 Napp) T5	11	6 1/2	—	15 4	4oz	31	3 1/2	16 9 1/2	65 0	74 0 40 8 1/2 12 9	
ar drops 8ml	11	6 1/2	—	15 4	8oz	50	7 1/2	27 2 1/2	105 0	50 0 27 6 8 6	
Outdoor Girl (876 MP)	—	—	—	—	Pifco (983 Pifco)	1560	74 6 1/2	26 8 1/2	126 0	74 0 40 8 1/2 12 9	
Golden Girl	40	2	22 1	6 11	facial sauna	1560	74 6 1/2	26 8 1/2	126 0	50 0 27 6 8 6	
double cleanse	40	2	22 1	6 11	hair dryers	—	—	—	—	44 0 24 2 1/2 7 6	
double cream	40	2	22 1	6 11	Go-Girl	1170	51 9 1/2	18 6 1/2	87 6	74 0 40 8 1/2 12 9	
double life	40	2	22 1	6 11	trio	1970	58 10 1/2	21 0 1/2	99 6	88 0 48 5 15 0	
Perfect Touch	34	4	18 10	5 11	Princess	1060	57 8 1/2	20 7 1/2	97 6	50 0 27 6 8 6	
powder compressed	26	2	14 5	4 6	ensemble	1960	90 2 1/2	32 3 1/2	152 6	44 0 24 2 1/2 7 6	
loose	34	4	18 10	5 11	beauty outfit	1962	81 4 1/2	29 1 1/2	137 6	74 0 40 8 1/2 12 9	
Shimmer Shadows	30	6	16 9	5 3	Queen curl roller	1555	118 0 1/2	42 2 1/2	199 6	50 0 27 6 8 6	
Touch of Colour	34	4	18 10	5 11	set	1027	—	—	—	74 0 40 8 1/2 12 9	
Owbridges (925 Owbridge)	—	—	—	—	infra-red lamp	1027	—	—	—	50 0 27 6 8 6	
(distributors 1545 Vestric)	—	—	—	—	Prince shaver	1127	—	—	—	44 0 24 2 1/2 7 6	
Owbridges (917 Organon)	—	—	—	—	Pirition (34 A & H) s7	21	29 1 1/2	—	44 11	88 0 48 5 15 0	
Oxycel (938 PD)	11	0 1/2	—	16 6	syrup	21	29 1 1/2	—	44 11	50 0 27 6 8 6	
pad	11	0 1/2	—	16 6	Polaroid (989 Polaroid)	52	8 1/2	—	79 0	74 0 40 8 1/2 12 9	
Oxynhaler (183 BOC)	71	3 1/2	—	95 0	ski-goggles	52	8 1/2	—	79 0	50 0 27 6 8 6	
ocket inhaler complete	11	3 1/2	—	15 0	Poly (721 LC)	44	6	24 6	7 6	44 0 24 2 1/2 7 6	
oxygen bulbs (5)	11	3 1/2	—	15 0	hair dye reducer	44	6	24 6	7 6	88 0 48 5 15 0	
Paldona (1089 RPD) †s4B	50	10 0 1/2	—	—	Polybactrin (218 Calmic)	15g	—	—	—	50 0 27 6 8 6	
tablets 500	90	0 1/2	—	—	H.C. cream	15g	—	—	—	74 0 40 8 1/2 12 9	
Paragesic (1098 Sandoz)	54	0	20 0	8 5	Polycolour (721 LC)†	41	0	22 7	6 11	50 0 27 6 8 6	
tablets	22	6 1/2	—	—	Polylock (721 LC)	65	10	36 3	11 0	44 0 24 2 1/2 7 6	
dp 100	22	6 1/2	—	—	Polyset (721 LC)	28	3	15 6	4 9	88 0 48 5 15 0	
Parivitan (1582 Albion)	—	—	—	—	clear bottle	47	0	25 10	7 11	50 0 27 6 8 6	
Parstelin (1153 SKF)	—	—	—	—	Polytint (721 LC)†	47	0	25 10	7 11	74 0 40 8 1/2 12 9	
elixir	—	—	—	—	Portia (1160 Solport)	84	0	—	10 6	44 0 24 2 1/2 7 6	
Pathibamate—200 (746 Lederle)	—	—	—	—	baby balances D54	144	0	—	18 0	50 0 27 6 8 6	
P.C.O. (1582 Albion) all packs	—	—	—	—	outfit D60	15	0	—	1 11	88 0 48 5 15 0	
Pectamol (1545 Vestric)	—	—	—	—	caustic pencils	4	0	6	7	74 0 40 8 1/2 12 9	
Pedicare (1535 Phillips)	28	9	3 10	3 11	eye bath plastic	27	0	9 11	4 0	50 0 27 6 8 6	
insocks ladies	33	1	4 4 1/2	4 6	nail brush B518	20	0	7 4	3 2	44 0 24 2 1/2 7 6	
men's	33	1	4 4 1/2	4 6	B519	20	0	7 4	3 2	88 0 48 5 15 0	
Penicillin-V-Lilly (413 Lilly) TS	100	10 2 1/2	—	15 3	plastic nipple shields	9	0	—	1 2	74 0 40 8 1/2 12 9	
Pulvules 125mg	500	48 0 1/2	—	72 0	pumice stone (mouse)	12	4	6 10	2 1	50 0 27 6 8 6	
250mg	1000	94 0 1/2	—	141 0	bulk	9	8	5 6	1 8	44 0 24 2 1/2 7 6	
100	100	20 0 1/2	—	30 0	styptic pencils	4	0	1 6	8	88 0 48 5 15 0	
500	94 0 1/2	—	141 0	—	carded 3" DI660C	4	0	1 6	8	74 0 40 8 1/2 12 9	
1000	186 0 1/2	—	279 0	—	2" DI663C	6	0	2 2	11	50 0 27 6 8 6	
Pernicream (1545 Vestric)	—	—	—	—	Pour un Homme (1071 Robins)	9	6 1/2	5 3 1/2	19 6	88 0 48 5 15 0	
Pernivit (179 BHD)	150	—	—	—	talcum 120g	9	6 1/2	5 3 1/2	19 6	74 0 40 8 1/2 12 9	
tablets	—	—	—	—	Prelude (1355 Yardley)	73	0	40 2	12 6	50 0 27 6 8 6	
Petal (153 B5C) existing entry	—	—	—	—	Cologne	85	0	46 9	14 7	44 0 24 2 1/2 7 6	
Petal (153 B5C) 25 case minimum order	21	10	—	1 8	cream perfume	72	0	39 7	12 4	88 0 48 5 15 0	
tissues 2-roll (1 1/2 doz)	29	1	—	3 2	mini spray	79	0	43 6	13 6	74 0 40 8 1/2 12 9	
4-ro	29	1	—	3 2	perfume	37	0	20 4	6 4	50 0 27 6 8 6	

Petrolagar (1352 Wyeth)	57	21 0	8 1	Prestomist (357 D5 & H)	—	—
500ml	28	4 1/2	—	air freshener 5oz	—	—
dp 6 x 500ml	—	—	—	Prokayvit (1545 Vestric)	—	—
16oz	—	—	—	Prom (1242 Toni)	—	—
Phensic (104 BP)	100	66 5	24 4	9 2	home permanent	large 58 5 30 7 9 6
tablets	—	—	—	—	small 38 11 20 5 6 4	
Philips (977 PE) existing entry	—	—	—	—	roller perm	70 8 37 0 11 6
Philips (977 PE)	—	—	—	—	without rollers	45 1 23 7 7 4
electric blankets	—	—	—	—	Pronestyl (1176 Squibb) †s4B	—
3-heat single HL2216	87	0 1/2	31 1 1/2	147 0	solution 10ml 6 4 1/2 — 9 6	
double HL2226	106	2 1/2	38 0 1/2	179 6	tablets 100 19 2 1/2 — 28 9	
dual control HL2236	128	7 1/2	46 1 1/2	217 6	1000 144 0 1/2 — 216 0	
family single HL2215	62	1 1/2	22 3 1/2	105 0	Pro-Plus (67 Ashe)	—
double HL2225	74	6 1/2	26 8 1/2	126 0	tablets 18 22 0 — 2 9	
health lamp combined HP3108	151	6 1/2	54 5 1/2	257 0	Pub (1052 Revlon)	—
infra-red bulbs 13379F/3F	26	3 1/2	9 7 1/2	44 7	after shave	— — 39 6
hair clippers HP2501	58	2 1/2	—	77 6	balm — — 39 6	
hair curler set HP4404	118	0 1/2	42 3 1/2	199 6	Cologne — — 49 6	
hair dryer's	—	—	—	—	spray — — 59 6	
compact HP4301						

	Trade	Tax	Retail
Retro-Conray (971 PSMB)			
ampoules 10ml 10	35	8ea	53 6
Revlon (1052 Revlon)			
Adheron 0201	—	—	8 0
anti-perspirant 0724	—	—	17 9
aquamarine 0429	—	—	31 6
dusting powder 0496	—	—	32 6
eau de toilette 0882	—	—	11 0
deodorant 0324	—	—	37 6
milk bath 0324	—	—	11 6
shampoo 3671	—	—	20 6
blush on refill 5755	—	—	10 6
5755	—	—	10 0
Bronze Lustre			
sun stick 0466	—	—	12 6
cuticle remover cream 0241	—	—	10 0
Eyemakers a la carte			
brush on mascara refills 5018	—	—	12 0
cake eyeliner 5086	—	—	13 0
cake mascara 2206	—	—	10 6
refills 2210	—	—	6 0
eyeliner pencil 0321	—	—	9 6
eye make-up remover pads 5123	—	—	11 6
eye shadow stick 5021	—	—	13 0
eye shadow brush 0375	—	—	12 0
eye velvet 5025	—	—	14 6
fine line eyebrow pencil refill 0380	—	—	5 0
liquid eyeliner 5022	—	—	12 6
face gleamers 5366	—	—	29 6
face powder 0621	—	—	14 6
frosted prolife 0222	—	—	10 0
lipstick frosted translucent 5171	—	—	11 6
lip brush 0529	—	—	19 6
nail cream 0301	—	—	9 0
enamel, regular 0101	—	—	8 0
opalescent 0871	—	—	11 6
translucent 0103	—	—	—
crystalline 0204	—	—	11 6
non-smudge remover			
5009	—	—	7 3
quick dry			
0487	—	—	17 6
Renaissance			
Build-up			
5077	—	—	17 0
5073	—	—	27 6
Clean & Clear			
extra dry 5197	—	—	25 0
regular 5048	—	—	20 6
for dry skin 5197	—	—	24 3
Eterna 27 cream			
5041	—	—	54 0
0197	—	—	95 0
0198	—	—	165 0
eye cream 5179	—	—	24 0
foundation 5122	—	—	37 6
throat cream 5178	—	—	54 0
Liquid Asset 5075	—	—	17 0
Moon Drops			
balm 5068	—	—	15 6
5069	—	—	24 0
5262	—	—	43 6
Moon Drops bath collection			
bath powder cake 4578	—	—	49 6
eau de parfum 4589	—	—	47 6
milk bath powdered 4577	—	—	49 6
demi make-up			
face powder 5062	—	—	29 6
flowing creme 5053	—	—	25 6
pressed powder 5073	—	—	12 6
refill 5188	—	—	26 0
translucent brow colour 5188	—	—	26 0
translucent brow lightener 5188	—	—	26 0
translucent lengthening mascara 5188	—	—	26 0
translucent liquid eyeliner brush 5188	—	—	13 0
emollient cleansing cream 5062	—	—	18 0
facial freshener 5053	—	—	16 6
5073	—	—	26 0
facial mask (6) 5188	—	—	33 6
lipstick 5188	—	—	11 6
moisture cleanser			
5045	—	—	15 0
5074	—	—	21 0
5044	—	—	18 0
5063	—	—	27 6
5255	—	—	44 6
treatment hand cream			
5149	—	—	12 6
under make-up 5670	—	—	15 6
moisture base 5071	—	—	24 0
5264	—	—	43 6
5415	—	—	27 6
Silicare medicated			
0392	—	—	16 6
0431	—	—	—
solvent 0427	—	—	5 6
Super Nail 0432	—	—	15 0
Supersealer 0228	—	—	10 0
Z.P.11 hairdressing 5159	—	—	12 6
shampoo 5158	—	—	16 6

	Trade	Tax	Retail
manicure implements			
emery boards (12) 2333	—	—	5 6
Reall (1053 Rexall)			
blood purifier	—	—	D
hand cream aerosol	—	—	D
shampoo aerosol	—	—	D
zinc and castor oil	—	—	D
Riboflavine (179 BDH)			
Ricotiv (211 Butler) †			
500ml 96 0	—	—	12 0
21 43 6ea	—	—	65 3
16oz and 80oz	—	—	D
Rid (1480 Izal)			
D.D.T. powder puffer 15 9	—	—	1 9
Rimactane (262 CIBA) TS			
capsules 150mg 25	84	0ea	126 0
100 305 7ea	—	—	458 5
300mg 25	168	0ea	252 0
100 611 2ea	—	—	916 9
old packs			
Rimmel (1063 Rimmel)			
eye make-up cabinet 109 5	51	10	18 0
violet oatmeal drum 34 4	13	5	5 10
Rinoxin (506 Gerhardt) existing entry			
Rinoxin (506 Gerhardt)			
concentrate 4oz 46 9	—	—	6 6
1 lb 133 3	—	—	18 6
7 lb 66 0ea	—	—	110 0
28 lb 240 0ea	—	—	400 0
56 lb 471 0ea	—	—	785 0
readimix			
1 lb 36 0	—	—	5 0
3 lb 79 3	—	—	22 0
7 lb 13 3ea	—	—	11 0
28 lb 43 3ea	—	—	72 0
56 lb 81 0ea	—	—	135 0
Robe d'un Soir (1469 PC) existing entry			
Robe d'un Soir (1469 PC)			
bath oil 4943 32 6ea	17	5ea	67 6
Cologne 9028 20 3ea	10	10ea	42 0
9029 36 1ea	19	4ea	75 0
9030 55 4ea	29	8ea	115 0
9022 33 8ea	18	1ea	70 0
dusting powder 4910 22 10ea	12	3ea	47 6
parfum creme 4904 18 1ea	9	8ea	37 6
perfume 9046 91 0ea	48	10ea	189 0
9045 50 7ea	27	2ea	105 0
9042 32 6ea	17	5ea	67 6
9044 36 1ea	19	4ea	75 0
9000 70 10ea	38	0ea	147 0
9001 101 2ea	54	3ea	210 0
9002 161 11ea	86	10ea	336 0
9003 250 0ea	134	1ea	520 0
9040 27 8ea	14	10ea	57 6
9074 43 4ea	23	3ea	90 0
9075 40 5ea	21	8ea	84 0
atomisers			
4911 11 4ea	6	1ea	23 6
talcum powder			
9728 28 11ea	15	6ea	60 0
9729 48 2ea	25	10ea	100 0
9730 77 1ea	41	4ea	160 0
toilet perfume			
9025 24 4ea	13	1ea	50 6
9026 50 7ea	27	2ea	105 0
Roger & Gallet 1076 (R & G) existing entry			
Roger & Gallet (1076 R & G)			
bath cubes (6) —	—	—	10 0
bath essence —	—	—	15 0
bath oil —	—	—	15 0
Cologne black label 1066	—	—	7 0
1000 —	—	—	12 0
1016 —	—	—	21 0
1017 —	—	—	41 0
1018 —	—	—	77 0
extra old			
1190 —	—	—	9 0
1001 —	—	—	15 0
1002 —	—	—	26 0
1003 —	—	—	54 0
6047 —	—	—	28 0
lip-aide			
soap guest size —	—	—	3 6
assorted, carnation, sandalwood (6) —	—	—	12 0
soap toilet size —	—	—	—
J.M.F. Cologne, fougere, tea rose, lavender, carnation, muguet, violet sandalwood —	—	—	6 0
7 0	—	—	7 0
soap bath size —	—	—	—
J.M.F. Cologne, fougere, tea rose, lavender, carnation sandalwood —	—	—	10 0
12 6	—	—	12 6
talcum —	—	—	12 0
tonic foam bath (pine) 10 bath —	—	—	14 0
20 bath —	—	—	24 0
men's range			
after shave lotion 5067 —	—	—	23 0
5068 —	—	—	32 0
deodorant spray 1104 —	—	—	25 0
pre-shave lotion 5062 —	—	—	25 0
toilet water 5057 —	—	—	30 0
5058 —	—	—	50 0
Rondase (179 BDH)			
ampoules 25 —	—	—	D
Rosyl (644 JS & C) —	—	—	D
Rosyl (49 Aneson) —	—	—	I
Rub-a-Dub (1160 Solport) existing entry			

	Trade	Tax	Retail
Rub-a-Dub (1160 Solport)			
bath gloves	50	0	6 8
loofah and turco 73 6	26	4	11 6
loofah both sides	—	—	—
Saf-T-Coil (1574 DBMP)			
Saf-T-Coil (774 LR)			
Sanatogen (1530 Fisons)			
selected multivitamins 45 89 3	—	—	9 11
Sanoid (339 CG)			
baby powder 114g 16 7	6	1	2 7
270g 29 0	10	8	4 6
dusting powder 170g 16 0	8	10	2 9
Saventrine (972 Pharmax) †			
suppositories 15mg 10 0ea	—	—	13 4
100 35 0ea	—	—	46 8
Scholl's (Dr.) (1108 SMC)			
foot exercise sandals	37	3ea	5 1ea
leather type flat pr. 41 3ea	5	8ea	59 0
heeled pr. 38 6ea	—	—	65 0
wooden type flat pr. 40 6ea	—	—	55 0
heeled pr. 40 6ea	—	—	58 0
Scorbital (179 BDH)			
Scotties (153 BSC) existing entry			
Scotties (153 BSC) 25 case minimum order			
tissues 150 42 4	5	10	2 11
(2 doz) (2 doz) 53 8	7	5	3 4
(2 doz) (2 doz) 46 5	6	5	3 1
(2 doz) (2 doz) 46 5	6	5	3 1
man size			
Scottowels (153 BSC) existing entry			
Scottowels (153 BSC) 25 case minimum order			
towels 1-roll 30 11	4	3	1 11
(2 doz) (2 doz) 45 3	6	3	3 8
(1½ doz) (1½ doz) 22 4	3	1	3 0
holders (1 doz) (1 doz)	—	—	—
Scott's (1114 SBF)			
Scott's (1114 SEF)			
Sea Jade (1355 Yardley)			
cream perfume 85 0	46	9	14 7
Sebbix (1530 Fisons)			
herb shampoo sachet 20 3	7	5	1 0
(3doz) (3doz) 33 2	12	2	4 11
Secron (1568 Trentham)			
(distributors 372 De Witt)			
children's decongestant 100ml 36 0	—	—	4 6
2l 40 0ea	—	—	—
Secto (333 Cupal)			
aerosols	—	—	—
Vap fly killer household size —	—	—	3 11
Selvigon (1153 SKF)			
syrup 100ml 46 0	—	—	5 9
3oz —	—	—	—
Shade (1524 Chembro)			
45 6	23	11	7 9
Siccolam (1545 Vestric)			
Si-Ko (1101 Sangers)			
Si-Ko (351 Danning)			
(distributors 1101 Sangers)			
Simpkin's (1141 Simpkin)			
JuiCeas black cherry 11 6	6	—	1 6
Sintison (227 Erba) TS			
tablets forte 100 200 0ea	—	—	300 0
Sister Lauras (1146 SL)			
food 16oz —	—	—	—
Slow-Fe (262 CIBA)			
folic tablets 30 6 0ea	—	—	9 0
5 × 30 25 0ea	—	—	—
20 × 30 90 0ea	—	—	—
Snaplock (888 Newey)			
nappy pins (3) 8 9	1	2	1 3
(5) 12 9	1	9	1 9
mini (4) 10 6	1	5	1 6
Sno-Mist (462 Field)			
Somniferum (68 AH)			
tablets 500 —	—	—	—
Sovol (235 Carteret)			
liquid 4oz 41 10	15	4	5 11
Sparklets (183 BOC) existing entry			
Sparklets (183 BOC)			
concentrates 48 3	10	7	6 3
syphons			
Ambassador 102 7ea	14	1ea	168 0
Executive 78 6ea	10	10ea	115 6
President 243 8ea	33	6ea	399 0
Streamline 94 3ea	13	0ea	138 8
Globemaster 87 3ea	12	0ea	128 5
Hostmaster 64 7ea	8	11ea	95 0
bulbs (10) 65 8	14	6	8 6
J-type (6) 41 3ea	—	—	55 0
(1) 7 1ea	—	—	9 5
refill (6) 22 6ea	—	—	30 0
(1) 3 11ea	—	—	5 3
Corkmaster			
spares 17 7ea	2	5ea	25 8
body Hostmaster			
Globemaster 32 0ea	4	5ea	45 0
Streamline 54 0ea	7	6ea	79 6
Stainless 75 0ea	10	4ea	110 4
bulb holders 70 0ea	9	7ea	102 11
drip tray Hostmaster, Stainless, Streamline 27 0	—	—	3 0
Globemaster 42 0	—	—	4 8
90 0	—	—	10 0
head Hostmaster, Stainless, Streamline			
26 9ea	3	8ea	39 4
30 0ea	4	2ea	44 6

	Trade	Tax	Retail
Markloids (183 BOC) tablets	25 0	9 0	3 6
Montex (1174 Sponcel) bath household No. 8	10 8	—	1 4
Houseproud sponges			
size 2	21 0	7 8	3 3
size 3	27 10	10 2	4 4
size 4	34 3	12 7	5 4
Relazine (1153 SKF) †s48 concentrate 100ml	34 0ea	—	—
rup 200ml	90 0	—	11 3
tera-Fix (1037 Reckitt) 4oz and 8oz	—	—	— D
small	20 3	—	2 3
large	33 9	—	3 9
Silbagen (68 AH) tablets 500	—	—	— D
Sileo (671 Jeyes) emulsion	16 2	5 11	2 6
Sulfasuxidine (837 MSD) powder	—	—	— D
Sulfathalidine (837 MSD) powder	—	—	— D
tablets 0.5g 500	—	—	— D
Alphadiazine (837 MSD) powder	—	—	— D
tablets 0.5g 600	—	—	— D
Alphamagna (1352 Wyeth) †s48 suspension (vet.) 500ml	16 6ea	—	22 0
12oz	—	—	— D
Super Phenamins (1053 Rexall) 15	46 0	—	5 9
60	146 0	—	17 9
Supersoft (563 Hampshire) bubble bath bottle	15 11	5 9	2 4
erb shampoo sachet	3 0	1 1	5
bottle	17 3	6 4	2 6
ure Shield (549 Guest) 10	6	3 10	1 10
is Pep tablets			
astilles	16 0	5 11	2 9
antiseptic			
blackcurrant and	16 6	3 8	2 6
glycerine	16 0	5 11	2 9
catarrh	16 0	5 11	2 9
cherry cough	16 0	5 11	2 9
children's cough	16 0	5 11	2 9
codeine linctus †DDI	18 6	—	2 9
Gee's B.P.C. †DDI	15 0	—	2 0
Gee's and chlorodyne †DDI	16 0	—	2 3
glycerine, lemon and	16 6	3 8	2 6
honey	16 0	—	2 3
glycerin and thymol	16 0	—	2 3
honey, aniseed and	16 0	5 11	2 9
friars balsam	16 0	5 11	2 9
menthol et eucalyptus	16 0	—	2 3
menthol et eucalyptol	16 0	—	2 9
B.P.C. 1949	18 6	—	2 9
pholcodine †DDI	16 0	5 11	2 9
smokers cough	16 0	5 11	2 9
Vox bronchial	10 6	3 10	1 10
onic tablets			
uxamethonium chloride (179 BDH) ampoules 2ml/100	—	—	— D
Syl (769 LH) cream 100g	60 0	—	7 6
500g	20 0ea	—	30 0
old packs	—	—	— D
Synadrin 60 (614 Hoechst) tablets 150	85 4ea	31 3ea	157 6
Takazyma (938 PD) lozenges 30	30 0	11 0	4 8
100	78 0	29 0	12 2
1000	55 0ea	20 2ea	102 8
Tampax (1211 Tampax) regular 10	22 10	—	2 6
40	80 0	—	8 9
super 10	25 2	—	2 9
40	88 5	—	9 8
Tancolin (810 Maw) † DDI children's linctus 100cc	29 0	10 7½	4 6
4oz	—	—	— D
Tar Gard (1213 TG) anti smoking device	15 0ea	tax pd.	22 6
Terra-Bron (969 Pfizer) TS 150ml	26 8ea	9 9ea	49 9
120ml	—	—	— D
Tempo (1010 P&G) Southern area only deodorant aerosol large	60 10	32 8	9 7
med	47 1	25 3	7 5
personal	32 4	17 4	5 1
large	56 0	30 0	8 10
med	37 8	20 2	5 11
refill	30 8	16 5	4 10
Terms (421 Energen) Terms (1114 SEF)	—	—	— D
Terra-Cortril (969 Pfizer) TS spray 30ml	9 10ea	—	14 9
60ml	17 3ea	—	25 10
1 and 2oz	—	—	— D
topical ointment 5g	4 5ea	—	6 8
15g	10 8ea	—	16 0
† and ½oz	—	—	— D
Terramycin (969 Pfizer) TS syrup 60ml	—	—	— D
topical ointment 25g	3 5ea	—	5 2
1oz	—	—	— D

	Trade	Tax	Retail
topical ointment 15g ½oz	2 3ea	—	3 5
Tetnor (1089 RPD) †s4B tablets 200mg 500	7 6ea	—	— D
Tetracycl (969 Pfizer) TS syrup 500ml	25 6ea	—	38 3
16 oz	—	—	— D
That Man (1052 Revlon) after shave plastic 0151	—	—	18 6
treatment cream 5182	—	—	37 6
Cologne plastic 0226	—	—	26 0
glass 3447	—	—	30 0
face bronzer 3887	—	—	25 0
roll-on deodorant 5129	—	—	12 6
talcum 0768	—	—	12 6
That's My Conditioner (1216 Technique) 43 0	23 1	—	7 6
That's My Shampoo (1216 Technique) 34 9	12 5	—	5 6
Thean (68 AH) ampoules 400mg/4ml 5	8 8ea	—	13 0
suppositories 500mg 10	8 8ea	—	13 0
tablets 300mg 100	17 4ea	—	26 0
250	38 6ea	—	57 9
Thean 300 (68 AH) Thean 400 (68 AH) Thean 500 (68 AH) Theonyl (68 AH)			— D
Therazid (1154 SNP) TS powders 500	186 0ea	—	279 0
Thermoid (339 CG) cream 42g	22 6	8 3	3 6
Thermos (1226 Thermos) vacuum flask 105	—	—	41 2
246	—	—	256 9
cups 18 Q inner, 1818,			
25 Q inner	—	—	1 3
18½	—	—	1 6
18, 25	—	—	1 9
2222, 18 Q outer, 1818,			
25 Q outer	—	—	2 0
jar refills 607F	—	—	27 6
81F	—	—	50 0
82F	—	—	85 0
609F	—	—	85 0
jug 30/2	—	—	105 0
refills J/1F	—	—	32 0
J/2F	—	—	35 0
29F	—	—	30 0
29QF	—	—	32 6
52F	—	—	39 6
52QF	—	—	41 0
flask stoppers			
18	—	—	1 9
18Q	—	—	2 0
jug stoppers adjustable	—	—	4 6
67/1	—	—	9 11
29, 29Q	—	—	—
spare stopper rubbers	—	—	2 0
707	—	—	1 3
60	—	—	—
Thio-Tepa (746 Lederle) parenteral vial 15mg	17 4ea	—	26 0
Three Point (1160 Solport) smog mask	26 6	—	3 4
refills (6)	11 6	—	1 4
composite pack	38 0	—	4 8
Toni (1242 Toni) casual hair colour †	56 5	29 6	9 2
home permanent, regular	67 1	35 1	10 11
super and gentle	43 1	22 7	7 0
Topsy (109 BCL) junior tablets	8 3	2 8	1 3
Touch and Glow (1052 Revlon) liquid 0902	—	—	11 0
0903	—	—	16 6
face powder 0160	—	—	17 6
0621	—	—	15 0
matte make up 5259	—	—	18 6
under eye cream 0137	—	—	18 6
Travla (761 Lilia-White) compressed	48 9	—	— D
(1gross)	—	—	— D
Treps (1545 Vestric) Tried & True (813 MF) protein conditioner tube	45 4	24 11	7 8
jar	87 4	48 1	14 9
Trilene (649 ICI) surgical	—	—	— D
Trill (967 Petfoods) large	38 5	7 5	2 4
(2 doz)	—	—	— D
Trim (1439 Strathmore) existing entry Trim (1439 Strathmore) low calorie drinks			— D
lemon, American Cola	16 6	3 7	2 2
25oz	35 0	7 6	4 3
blackcurrant 25oz	20 0	4 3	2 6
squashes 25oz	—	—	— D
Trimetts (1552 UL) biscuits	38 3	—	4 3
break 23 3	5 1½	—	3 0
trebles 21 3	4 8	—	2 9
trimmers 24 9	—	—	2 9
wafers 44 3	—	—	4 11

	Trade	Tax	Retail
Triogesic (1303 Wander) †s7 elixir 150ml	54 0	—	6 9
8cc & 20cc	—	—	— D
Triotussic (1303 Wander) suspension 500ml	13 6ea	—	20 3
4oz and 20oz	—	—	— D
Trust (103 Beecham) dog or cat tablets	24 0	5 4	6
(6doz)	—	(6doz)	—
Tubocurarine chloride (179 BDH) ampoules 50	—	—	— D
Tully (16 AGL) flashgun K & M	42 7ea	23 5ea	88 11
Tums (506 Gerhardt) (distributors 430 Eucryl) (distributors 366 DR & A) carton 108	58 0	20 2	8 3
bottle 100	—	—	— D
Tusana (147 Boots) cough linctus	—	—	— D
Twysol (121 Bibby)	—	—	— D
Ulcagel (1333 WL)† gel	26 6	9 9	4 0
Ultraben (583 HP) TS syrup '125' 100ml	17 6ea	—	26 3
60ml	—	—	— D
Ultraphil (977 PE) health lamp KL2866	113 11ea	40 10ea	192 9
Union Jack (1522 UJPC) existing entry	—	—	— D
Union Jack (1522 UJPC) corn paste	6 6	2 5	1 1
14 0	5 2	—	2 3
10 0	3 8	—	1 8
corn plasters	—	—	— D
V-5 (357 DS & H) existing entry V-5 (357 DS & H) vitamin concentrate for			— D
horses 2½lb	22 6ea	—	30 0
15lb	127 6ea	—	170 0
V-SM (357 DS & H) existing entry V-SM (357 DS & H) vitamins and minerals for			— D
horses 2½lb	24 4ea	—	32 6
15lb	134 9ea	—	182 0
Valderma (343 DH) tube	26 6	—	3 0
35 10	—	—	4 1
jar 1oz	28 8	—	3 3
2oz	41 6	—	4 9
4oz	54 9	—	6 6
Valerie (888 Newey) hairgrips tipped	4 9	9	9
Valpeda (343 DH) foot balm	29 6	—	3 6
Valium (1074 Roche) †s48 ampoules 10mg/2ml 50	80 8ea	—	121 0
Vallergan (971 PSMB) †s48 tablets 10mg 50	70 0	—	8 9
Varidase (746 Lederle) TS topical 125,000 units	34 4ea	—	51 6
V-Cil-K (413 Lilly) TS Pulvules 125 mg 100	10 2ea	—	15 3
500	48 0ea	—	72 0
1000	94 0ea	—	141 0
250 mg 100	20 0ea	—	30 0
500	94 0ea	—	141 0
1000	186 0ea	—	279 0
Veganin (1310 WW) †DDI tablets	10 15 0	5 6	2 4
20 24 5	8 11	—	3 7
50 47 2	17 4	—	6 11
Velactin (1303 Wanderer) powder 1 lb	8 9ea	—	13 2
old pack	—	—	— D
Ventolin (34 A & H) aerosol inhaler	18 6ea	—	— D
Vers Toi (1350 Worth) perfume Le Medaillon 7cc	—	—	62 0
Vert et Blanc (1469 PC) existing entry Verton (1176 Squibb) †s48 tablets	28	5 6ea	8 3
Vetalenta (357 DS & H) (vet.) 10oz	85 10ea	24 6ea	114 6
Vetiver (1469 PC) existing entry Vibelan Forte (1545 Vestric)	—	—	— D
Vibramycin (S83 HP) TS capsules 100mg 10	45 4ea	—	68 0
50	217 8ea	—	326 6
5 and 25	—	—	— D
Vibro-grains (664 JS & C) Vibro-grains (49 Aneson) Victory V (483 Frger) (distributors 261 Christy) menthol & eucalyptus			— D
pastilles 8 6	—	—	1 0
Vigortone (918 Or-Lem) blackcurrant syrup 12oz	—	—	6
26oz	—	—	5 0
Vitapointe (1530 Fisons) creme rinse bottle	22 4	12 3½	3 6
Vitathone (333 Cupal) chilblain tablets† 50	32 3	—	3 11
Volpar (179 BDH) foaming tablets	—	—	— D
Voss (261 Christy) existing entry	—	—	— D

	Trade	Tax	Retail
Voss (261 Christy)			
creme bath	45 4	24 11	7 9
22-bath	93 2	51 3	15 11
bath oil	7 3	4 0	1 3
8-bath	45 4	24 11	7 9
22-bath	93 2	51 3	15 11
nail-kind	85cc	44 4	24 5
Watersprite (1160 Solport)			
face cloths	G296	21 6	2 10
G295	23 0	3 1	3 2
G312	26 6	3 6	3 7
G300E	24 0	3 2	3 3
Wella (1318 Wella)			
Combat 'D'	16 6	9 1	2 9
Combat 'G'	16 6	9 1	2 9
for men			
Wella Form hairdressing	33 0	18 2	5 6
liquid	45 0	24 9	7 6
spray	59 0	32 5½	9 11
Wella Med	45 0	24 9	7 6
shampoo	sachet	20 0	7 4
(4doz)	(4doz)		10
antidandruff	sachet	20 0	7 4
(4doz)	(4doz)		10
Whiskas (967 Petfoods)			
	68 1	13 2	1 4
(6 doz)	(6 doz)		1
White's Dr. (761 Lilia-White)			
sanitary belt	16 8	2 4	2 1
towels	0 22 9	—	2 4
1	25 0	—	2 7
2	28 4	—	3 0
3	30 4	—	3 2
Wig Set (888 Newey)			
curlers	10 106 0	38 10	16 9
8	—	—	1
Wilkinson (1339 Wilkinson)			
Sword razor	83 6	30 7	25 0
(½ doz.)	(½ doz.)		
shaving soap aerosol	35 0	12 10	10 6
(½ doz.)	(½ doz.)		
Williams (1524 Chembro)			
Aqua Velva			
after shave	80cc	30 6	16 9½
142cc	50 0	27 6	7 9
Woodwards (1346 Woodward)			
nursery cream	—	—	—
teething jelly	—	—	—
Wright's (1351 WLU)			
shampoo liquid sachet	16 6	6 1	10
(3 doz.)	(3 doz.)		
vaporizer †	99 0	—	11 0
coal-tar soap	29 8	10 11	1 4
(3 doz)	(3 doz)		
bath	16 3	6 0	2 2
giant	23 7	8 8	3 2
shampoo bottle	65cc	18 1	2 7
125cc	26 8	9 9	3 9
Yardley (1355 Yardley)			
eye liner liquid	520	39 0	21 5
deep emollient			
cleanser	512J/L	—	—
mascara	525	—	—
twinstick brow			
pencil	526	—	—
velvet liner	528	—	—
refill	529	—	—
Infinite Beauty	515L	—	—
lip lighter	531	—	—
Next to Natural	417	—	—
Pretty Goods			
chalk sticks pack	581/3	—	—
finger tip polish	536	—	—
536/P	—	—	—
velvet skin			
moisturiser	550	—	—
Pretty Goods			
Luv Mist cream perfume	85 0	46 9	14 7
talcum	37 0	20 4	6 4
Youthexa (63 Arnold)			
astringent cream	106 0	58 0	18 1
hair remover stick	42 0	23 0	7 2
large	64 0	35 0	10 11
Zal (1480 Izal)			
fly killer aerosol			
medium	35 3	—	3 11
pine fresh dustbin pow-			
der	1½lb	25 9	1 11
disinfectant	½gal	—	—
Zizz (357 DS & H)			
(vet.) aerosol	12oz	9 0ea	12 0
20oz	12 9ea	—	17 0
fly spray	1 gal	28 10ea	38 6
5 gal	129 0ea	—	172 0
aerosol	5oz	—	—
Zubes (563 Hampshire)			
Zubes (1068 Roberts)			

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

49 Aneson=Aneson Sales, Ltd., 25 Hanworth Road, Sunbury-on-Thames, Middlesex. Sunbury 84234
174 BMAH=Bristol-Myers Animal Health Unit 30 South Street, Reading, Berks. 0734-57326.
189 BT=British Tissues (Dixcel) Ltd, 214 Oxford Street, London, W.1. 01-636 4011.
210 B & C=Butler & Crispe, Ltd., Glyn Street, London, SE.11. 01-735 7877.

246 Chambers=J. Chambers (Eastwood), Ltd., 30 Woolpack Lane, Nottingham. 0603 53701.
293 FC=Frank Cooper Ltd., Botley Road, Oxford 0092-48244.
351 Danning=P. A. Danning Ltd, 316b Richmond Road, Twickenham, Middlesex. 01-892 6536.
357 DS & H=Day, Son & Hewitt, Ltd., Wheatheaf House, 4 Carmelite Street, London, E.C.4. 01-353 3914.
419 Elsinore=Elsinore Textile Products, Ltd., Sutherland House, Sutherland Road, London, E.17. 01-527 1131.
454 Feedrite=Feedrite, Ltd., 144 Oakfield Road, Selly Oak, Birmingham 29. 021-472 4211.
574 EHL=Elizabeth Hartley, Ltd., 25 Hanworth Road, Sunbury-on-Thames, Middlesex. Sunbury 84234.
809 M & W=Matthews & Wilson Ltd, 225 Putney Bridge Road, London, S.W.15. 01-870 0971.
847 Milliwatt=Milliwatt Engineering Ltd., 22b The Broadway, London, N.W.7. 01-959 2283.
862 Morny=Morny Ltd., 17 Old Bond Street, London, W.1. 01-493 1733.
881 Natura=Natura Products, Ltd., 90 Belsize Lane, London, N.W.3. 01-435 1193.
982 Pickles=J. Pickles & Sons, Pickles House, Knaresborough, Yorks. 0423-764429
1023 Radiol=Radiol Chemicals, Ltd. phone Witham 2538.
1070 Windsor=The House of Roberts Windsor, 14 Pall Mall, London, S.W.1. 01-630 2057.
1076 R & G=Roger & Gallet Ltd., 178 Curzon Street, London, W.1. 01-493 7435.
1080 Rorer=Rorer Laboratories Ltd., Telford Road, Houndmills Estate, Basingstoke, Hants. 0256-24531.

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.: Purchase Tax per Doz.: Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance: italic figures (2 9) that it is recommended by the manufacturers: and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

	Trade	Tax	Retail
Achromycin (746 Lederle) TS			
eye/ear ointment 1%	6 × ½oz	9 0ea	13 6 A
Alcon (1545 Vestric)			
carpine 6% 15ml	—	—	D
Ambassador (1136 Silber)			
reflex exposure meter	—	—	129 6 A
Antussin (1239 Tobal)			
chewable capsules	—	—	D
Apex (975 PDS)			
bergamot conditioner	2oz	45 0	24 9
5oz	75 0	41 3	12 6
9½oz	138 0	75 11	23 0
Glossatina	3oz	75 0	41 3
men's straightener	4½oz	87 0	47 10
My Knight pomade	5oz	54 0	29 8½
pressing oil	3½oz	75 0	41 3
16oz	165 0	90 9	27 6
scalp cream	3oz	75 0	41 3
special pomade	3oz	75 0	41 3
coco-nut shampoo	2oz	—	—
Pre-Strate	—	—	—
curling wax	—	—	—
bleaching cream	—	—	—
Aureomycin (746 Lederle) TS			
ointment ophthalmic 1%	6 × ½oz	9 0ea	13 6 A
Azymil (176 BCLO)			
Bactone (613 Hoddors)			
Black and White (975 PDS)			
bleaching cream†	½oz	38 0	20 11
1oz	60 0	33 0	10 0
1½oz	96 0	52 9½	16 0
2oz	47 0	25 10	7 10
cold cream	47 0	17 3	7 0
ointment †			
pluko hair dressing			
amber	40 0	22 0	6 8
white	72 0	39 7	12 0
skin whitener †	47 0	25 10	7 10
soap	39 0	14 3½	5 11
vanishing cream	47 0	25 10	7 10
Bounce (967 Petfoods)			
handy	53 5	10 4	1 1
(6 doz)	(6 doz)		
large	61 7	11 11	1 10
(4 doz)	(4 doz)		
Brovolin (859 Moore) †DDI			
cough syrup	150ml	60 0	22 0
120ml	—	—	—
Brovonex (859 Moore)			
150ml	68 0	—	8 2
120 & 254ml	—	—	—
Bydolax (859 Moore)			
syrup	150ml	45 0	5 4
120ml	—	—	—
Canon (1136 Silber) existing entry			
Canon (1136 Silber)			
cameras still	—	—	1999 8
7S body only	—	—	5426 0
f.0.95/50mm lens	—	—	3614 8
f.1.2/50mm lens	—	—	3228 10
f.1.4/50mm lens	—	—	2955 3
f.1.8/50mm lens	—	—	159 6
case	—	—	—

1114 SEF=Scott-Energen Foods, Ltd., Cerebos House, Victoria Road, London, N.W.10. 01-965 2001.
1213 TG=Tar Gard (Distributors) Ltd., 15a Helenslea Avenue, London, N.W.11. 01-458 5486.
1220 CT=Chas. F. Thackray, Ltd., 10 Park Street, Leeds, I. 0532-200 85.
1243 TBL Total Beauty Ltd., 89a High Road, London, N.22. 01-889 3543.
1296 VW=Victor Wagner & Co. Ltd., 67 Park Road Baker Street, London, N.W.1. 01-723 9375.
1324 WBL=Whatman Biochemicals Ltd, Springfield Mill, Maidstone, Kent. 0622 61688.
1406 SGBP=Shee-Gwee Beauty Preparations Ltd, Cook Lubbock House, Waterside, Maidstone, Kent. 0622-44213.
1412 Jackel=Jackel & Co., Ltd., Kitty Brewster Estate, Blyth, Northumberland. 0670-62596.
1427 Ceebrite=Ceebrite, Ltd., Newgate Street Village, nr. Hertford, Herts. 284 2622.
1429 TL=Therapharm, Ltd., The Willows, Railway Road, Downham Market, Norfolk. 0366-33189.
1525 PDP=Parfums de Paris, Ltd, 66 Sloane Street London, SW 1. 01-235 7342.
1535 Phillips=Phillips Patents Ltd., Dantzic Street, Manchester M4 4JH. 061-834 5854.
1539 Duphar=Duphar Laboratories Ltd., Telford Road, Basingstoke, Hants. 0256-26351.
1564 Pharmaton=Pharmaton (U.K.) Sales Co., 422 St. John Street, London, E.C.1. 01-837 5373.
1599 TTC=Tudor Trading Co., I Laburnum Gardens, London N 21. 01-360 7323.

	Trade	Tax	Retail
FT-QL body only	—	—	1997 11
f1.8/50mm lens	—	—	2798 8
f1.4/50mm lens	—	—	3584 2
f1.2/58mm lens	—	—	4316 10
case	—	—	139 6
Canonet 28	—	—	879 6
case	—	—	79 6
QL f2.5 lens	—	—	1039 6
f1.9 lens	—	—	1199 6
f1.7 lens	—	—	1588 3
case	—	—	99 6
Canomatic C-30	—	—	599 0
case	—	—	39 9
Demi EE-17 with case	—	—	1138 0
EE-28 with case	—	—	812 6
Dial II with case	—	—	999 6
cameras cine			
814	—	—	3999 6
case	—	—	329 11
1218	—	—	9387 3
case	—	—	509 0
518 Single 8	—	—	2999 6
case	—	—	179 3
518 auto zoom	—	—	2399 5
case	—	—	159 6
518-2	—	—	1994 5
case	—	—	159 6
250 with case	—	—	1319 6
exposure meters			
FP CdS	—	—	318 6
FT/QL Pellix	—	—	537 7
flashguns			
D	—	—	59 6
cube	—	—	59 6
J-3	—	—	118 10
V-3	—	—	199 6
Quint	—	—	159 6
projectors			
Canovision	—	—	1399 0
Carresin (553 HC)			
germicidal liquid 120cc	29 3	—	3 3
Certor (786 Macdonald)			
bandage crepe	2in	25 10	—
2½in	31 0	—	—
3in	36 9	—	—
3½in	42 2	—	—
4in	47 3	—	—
6in	70 4	—	—
Clinidal (272 Clin. P)			
Collo-Cal-D (324 Crookes)			
bottle	100ml	29 0	3 8
500ml	105 0	—	13 2
4oz & 16oz	—	—	—
Coralie's (564 H & N)			
Coralshine powder	—	—	7 8 A
Heathaline	5.3g	—	7 0
mannah 1 and 2	—	—	13 2
nail grower	—	—	12 2
oil remover stain	1oz	—	5 0
Onux	—	—	7 6
Reviville tissutone	4oz	—	25 0 A
11b	—	—	89 6
Vitanail	—	—	7 8
cotton gloves	—	—	6 6
introductory kit	—	—	25 0

	Trade	Tax	Retail	
Prex (1136 Silber)				A
clipping tank 35mm	—	—	54 6	
120	—	—	43 6	
Pal (33 Cupal)				C
for throat lozenges	17 9	—	2 6	
Peach (975 PD5)				A
dressing 2.7oz	36 0	19 9½	6 0	
7oz	57 0	31 4	9 6	
14oz	—	—	—	D
Permot conditioner	—	—	—	D
Perant (718 LAB)				•
beauty bar	36 0	13 2	5 6	
Pil (179 BDH) †s7				I
compound linctus 150ml	63 0	—	7 11	
11	28 6ea	—	—	
Pure (443 Eylure)				•
lashes	—	—	—	
ss Eylure fluffies,	—	—	—	
moonrakers,	—	—	—	
bobbydazzlers	72 0	39 7	12 10	•
ersateye set	18 9ea	10 3ea	39 6	•
eyelash refills	—	—	—	D
Pervergol (1441 Wallace) †s7				D
Pervergol (1441 Wallace) †s4B				I
Pina (1136 Silber)				D
Pina (1136 Silber)				I
peras cine	—	—	339 6	
per 8	—	—	408 3	
outfit	—	—	697 9	
per 8 zoom	—	—	766 6	
outfit	—	—	438 9	
linamatic	—	—	507 6	
outfit	—	—	—	
peras still	—	—	239 4	
O outfit	—	—	171 6	
olour Pack	—	—	45 6	
se	—	—	239 3	
ulette	—	—	299 9	
ulette electric	—	—	49 6	
se	—	—	459 6	
outfit	—	—	218 0	
mplette Auto EE	—	—	45 6	
ase	—	—	99 6	
mplette F cube	—	—	175 0	
electric	—	—	26 6	
ase	—	—	169 6	
outfit	—	—	245 0	
electric outfit	—	—	—	
hgun	—	—	24 6	
be F	—	—	—	
jectors	—	—	369 0	
linamat 300	—	—	479 6	
QI	—	—	—	
wers	—	—	29 6	
mbassador	—	—	59 6	
aramount	—	—	39 6	
ble	—	—	—	
Pildem (1136 Silber)				R
re projector	—	—	1228 0	
Pinsons (672 Johnson)				•
ey oil 135cc	25 8	14 1	4 3	
210cc	38 5	21 2	6 4	
170cc	—	—	—	D
Pufruta (1102 Sanitas)				•
gh capsules	31 6	—	3 6	
Pandelamine (1310 WW)				D
pension	—	—	—	
Pary Quant (876 MP)				•
h beads	111 7	61 4½	19 11	
h oil	86 10	47 9	15 6	•
ad & body lotion	75 8	41 7½	13 6	•
Perability (1136 Silber)				R
hguns 180	—	—	352 0	
181	—	—	319 6	A
182	—	—	426 0	R
184	—	—	572 0	
185	—	—	692 4	
503 (wet)	—	—	1399 0	A
(n.c.)	—	—	1598 6	
Peralux (1136 Silber)				A
hgun	—	—	329 5	
Peramains 502 (1136 Silber)				A
hgun	—	—	598 0	

	Trade	Tax	Retail	
Mecatwin 502 (1136 Silber)				A
flashgun	—	—	598 0	
Methral (969 Pfizer)				D
injection (vet.) 20 & 50 ml	—	—	—	
Milton (1055 RM)				R
sterilising unit	8 4ea	1 5ea	12 6	
Miners (876 MP)				•
eye deal kit	34 7	19 0	5 11	
mascara lash-on	34 7	19 0	5 11	C
Minims (1154 SNP) old packs	—	—	—	D
Minims (1154 SNP)				•
single dose eye drops	—	—	—	
amethocaine hyd. 0.5%†	20 141 0	—	17 7	
100 564 0	—	—	70 6	
1.0%	20 141 0	—	17 7	
100 564 0	—	—	70 6	
atropine sulph. 1.0%†	20 141 0	—	17 7	
100 564 0	—	—	70 6	
2.0%	20 141 0	—	17 7	
100 564 0	—	—	70 6	
benoxinate hyd. 0.4%†	20 141 0	—	17 7	
100 564 0	—	—	70 6	
cyclopentolate hyd. 0.5%†	20 141 0	—	17 7	
100 564 0	—	—	70 6	
1.0%	20 141 0	—	17 7	
100 564 0	—	—	70 6	
ephedrine hyd. 5.0%†	20 141 0	—	17 7	
2.0%	20 141 0	—	17 7	
100 564 0	—	—	70 6	
fluorescein sod. 2.0%†	20 141 0	—	17 7	
100 564 0	—	—	70 6	
homatropine hyd. 1.0%†sl	20 141 0	—	17 7	
100 564 0	—	—	70 6	
2.0%	20 141 0	—	17 7	
100 564 0	—	—	70 6	
hyoscine hyd. 0.2%†sl	20 141 0	—	17 7	
100 564 0	—	—	70 6	
neomycin sulph 0.5% Ts	20 141 0	—	17 7	
100 564 0	—	—	70 6	
pilocarpine nit. 1.0%†sl	20 141 0	—	17 7	
100 564 0	—	—	70 6	
2.0%	20 141 0	—	17 7	
100 564 0	—	—	70 6	
3.0%	20 141 0	—	17 7	
100 564 0	—	—	70 6	
4.0%	20 141 0	—	17 7	
100 564 0	—	—	70 6	
saline	20 141 0	—	17 7	
Multi-Rex (1136 Silber)				R
exposure meter & case	—	—	399 0	
National (1136 Silber) existing entry				D
National (1136 Silber)				I
flashguns (capacitor)	—	—	71 4	
Dynamo	—	—	44 10	
PB35	—	—	37 6	
PB8	—	—	39 9	
PL-2	—	—	59 6	
PL-7	—	—	38 9	
PL-01 (cube)	—	—	—	
flashguns (electronic)	—	—	239 0	
PE-17	—	—	199 6	
PE-30 DC	—	—	319 6	
Minitop	—	—	148 8	
PI-3	—	—	—	
Optomax (1136 Silber)				I
exposure meter	—	—	109 6	
Otodex (1418 Strenol)				A
ear drops (vet.) 14ml	24 11	9 2	3 11	
45ml	57 3	21 0	8 11	•
S6ml & S65ml	—	—	—	D
Paraflex (922 Ortho)				D
Poly 'B' (975 PD5)				R
tonic	16 6ea	—	23 0	
29 0ea	—	—	40 0	

	Trade	Tax	Retail	
Praktica (1136 Silber) existing entry				D
Praktica (1136 Silber)				I
cameras 35mm	—	—	759 4	
Nova I body only	—	—	999 6	
Domiplan	—	—	1199 6	
Tessar	—	—	1419 6	
Oreston	—	—	1012 9	
Nova IB body only	—	—	1139 6	
Domiplan	—	—	1339 6	
Tessar	—	—	1559 6	
Oreston	—	—	99 6	
case for all	—	—	—	
Resinol (1418 Strenol)				A
ointment large	60 0	22 0	8 4	
Rex 400 (1136 Silber)				I
exposure meter & case	—	—	198 6	
Royal Regiment (813 MF)				•
after shave lotion	110 0	57 6	18 7	
body talc	68 8	35 11	11 7	
Cologne	124 8	65 2	21 0	
soap deluxe	64 8	22 6	10 0	
Sidros (623 HP)				D
Sidros (992 P & C)				I
(distributors 372 De Witt)				
tablets	100 54 0	—	6 9	
1000 29 6ea	—	—	—	
Terobiotic (969 Pfizer) TSVP				I
(vet.) 8oz	24 0ea	—	—	
Terra-Cortril (969 Pfizer) T5				D
ear suspension (vet.) 5ml	—	—	—	
Terramedic (969 Pfizer) TSVP				R
powder (vet.) 6x8oz	171 6ea	—	—	
Terramycin (969 Pfizer)				
animal formulas TSVP	—	—	—	
antibiotic feed supplement	—	—	—	
T.M.S. bag§	50lb 90 0ea	—	108 0	R
75lb	—	—	—	D
Supplets§	30lb 60 0ea	—	72 0	R
injectable solution	2g 14 3ea	—	—	
5g	33 4ea	—	—	
intramammary solution	—	—	—	
6x½oz	13 6ea	—	—	I
soluble powder	8oz 13 1ea	—	—	R
10lb	—	—	—	D
2kg	105 0ea	—	—	I
suspension in oil 100ml	—	—	—	D
tablets 500mg	4 6 8ea	—	—	R
200mg	10 7 3ea	—	—	
aerosol 5oz	15 0ea	—	—	I
Tower (1136 Silber)				A
cine projector	—	—	719 6	
Viceroy (1136 Silber)				
cameras Super 8	209	—	1335 6	
210	—	—	1012 10	
case	—	—	102 0	
exposure meter	—	—	169 6	
Vick (1055 RM)				
formula 44 cough linctus	—	—	—	
†DDI 2oz	35 3	—	3 11	A
vapour rub 1oz	27 8	10 2	3 11	
Volpar (179 BDH)				D
gels	—	—	—	

AMENDMENTS TO KEY TO SUPPLIERS

719 LAP=Laboratories for Applied Pathology, Ltd., 22 Grove Avenue, Wilmslow, Ches. 0996-46203.
1421 TMG=The Manly Co., 23 Freshwater Parade Bishopric, Horsham, Sussex.

Stop press

Nine (1374 Freshdell)				
fructose 3 measures	—	—	10 6	
Rinurel (1310 WW) †				•
tablets	10 24 0	8 9½	3 9	

372 De Witt=E. C. De Witt & Co., Ltd., Seymour Road, London, E.10. 01-539 3334.
1374 Freshdell=Freshdell Ltd., 100 Charing Cross Road, London, W.C.2.

INTER-ALIA

GENERIC

Products

... now presented to you under our own brand names. These tablets are guaranteed to be manufactured in our own Works and Laboratories under the strict supervision of qualified staff with full analytical control ...

		Per 250	Per 500	Per 1000
INTALBUT	100 mg.	6/- (£0.30p.)	..11/6 (£0.58p.)	.. 22/2 (£1.11p.)
(Phenylbutazone B.P.)	200 mg.	8/- (£0.40p.)	..15/6 (£0.78p.)	.. 30/2 (£1.51p.)
INTALOXINE	250 mg.	26/- (£1.30p.)	..51/- (£2.55p.)	..100/- (£5.00p.)
(Oxytetracycline B.P.)				
INTALPEN	125 mg.	22/- (£1.10p.)	..43/- (£2.15p.)	.. 85/- (£4.25p.)
(Penicillin V. B.P.)	250 mg.	43/- (£2.15p.)	..85/- (£4.25p.)	..160/- (£8.00p.)
INTALPRAM	25 mg.	14/6 (£0.73p.)	..28/- (£1.40p.)	.. 55/6 (£2.78p.)
(Imipramine B.P.)				
INTALSOLONE	1 mg.	4/3 (£0.21p.)	.. 7/3 (£0.36p.)	.. 13/11 (£0.70p.)
(Prednisolone B.P.)	5 mg.	12/6 (£0.63p.)	..24/- (£1.20p.)	.. 47/3 (£2.36p.)
INTALSONE	1 mg.	4/- (£0.20p.)	.. 7/- (£0.35p.)	.. 13/5 (£0.67p.)
(Prednisone B.P.)	5 mg.	11/6 (£0.58p.)	..22/6 (£1.13p.)	.. 44/5 (£2.22p.)



INTER-ALIA PHARMACEUTICAL SERVICES LTD.

(Incorporating Roberts & Co. of Bond St., W.1.)

RAPHAEL HOUSE, 226 HIGH STREET NORTH, LONDON, E.6.

Phone: 01-552 4344

Cables: Intalpharm London E6

Telex: 261553

Works and Laboratories:

Industrial Estate, London Road, Thetford, Norfolk.

Phone: Thetford 3301. Telex: 81239

The world's only gift set that will deliver Christmas photos on Christmas Day.

This ad is about making a £9.12.8. sale with a £6.19.6. camera.

The camera is the Polaroid Swinger II. (Yes, it is now only £6.19.6.*)

No other gift set will give your customers what this one will.

Finished photos, seconds after they're shot.

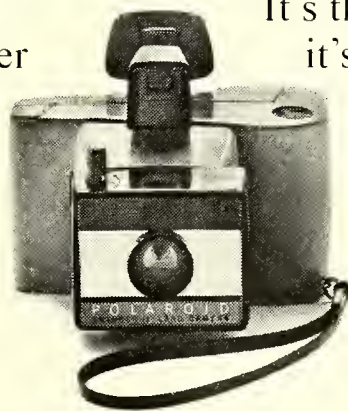
In addition to the Swinger II, the set includes 2 rolls of film, a

flashgun and 5 flashbulbs, and a photo album.

The set itself even serves as its own Christmas display. Just open it up and put it on your counter.

It's the set that makes the profit. But it's the camera that makes the set.

**Polaroid
Instant Cameras.**



* Suggested retail price. "Polaroid" is a registered trade mark of Polaroid Corporation, Cambridge, Mass., U.S.A. Polaroid (UK) Ltd., Rosanne House, Welwyn Garden City, Herts.



Correctol is something new in laxatives.

Entirely new. Because Correctol acts in a different and more natural way than ordinary laxatives. It contains a hospital-proven *non-laxative regulator*, which moistens and softens intestinal waste, combined with just sufficient *mild* laxative to give regularity a start. These ingredients give Correctol a gentle action which makes it especially suitable for women — even during menstruation or in pregnancy.

Correctol was developed in the USA by the Schering Research Centre and is distributed in the UK by White Laboratories, a name noted for marketing know-how. Advertising is centred on the major women's magazines to provide informative and consistent support for Correctol. And for your in-store selling there's an attractive and sophisticated display card, one that captures the mood of the product.

Correctol is packed in two sizes:

25 tablets
List 25/6 doz.
P.T. 9/4 doz.
Retail 3/9 each

50 tablets
List 44/- doz.
P.T. 16/2 doz.
Retail 6/9 each



Introductory Mixed Display Pack:
order one now - supplies are limited.

Correctol - the laxative that treats a woman like a lady.

White Laboratories Ltd., Penarth St., London, S.E. 15.

COMMENT COMMENT COMMENT COMMENT COMMENT

Five-day-week Gilbertianism

Whether we like it or not the five-day week is here. It is obvious that staff prefer it, and that it is often a factor taken into account by them when they look around for a new post.

In a large organisation there is often no problem, because the store can be kept open for five-and-a-half days while the staff enjoy a five-day week. The proprietor pharmacist, however, often does not have a large staff, and in order to enjoy a five-day week must close the shop, usually on the day that was previously the early closing day. Even if a proprietor pharmacist wished to operate a five-day week there would be the problem that hours of service and rota are part of the basis of his contract with his local Executive Council.

By 1966 the problem had reached the Olympian heights of the Ministry of Health and, in that great British tradition of compromise which is the trade mark of our Civil Service, it was felt that it could not be dealt with on a national basis but that Executive Councils should deal with it on a local basis. Certain safeguards were proposed so that the public would not be unnecessarily deprived of pharmaceutical services.

Obviously consultation between the Local Pharmaceutical and Local Medical Committees is desirable so that hardship is avoided, but, if those simple safeguards are available, an Executive Council could allow a five-day week to those contractors who wish to have it.

Unanimity not majority

That procedure would seem to be simple and straightforward were it not for the activities of an Executive Council in the London area which decided not to grant any applications for a five-day week in respect of individual pharmacies, though it was prepared to give favourable consideration to any application to operate a five-day week if the application included all the pharmacies in an area. It is notable that this Executive Council requires a unanimous decision before a five-day week is granted. A majority is not good enough. Thus one contractor may, for any reason, prevent the rest of his colleagues from enjoying a five-day week. Such a situation seems to be in contradiction to the spirit of the Minister's advice.

As Executive Councils do not give reasons for their decisions it is difficult to determine the logic behind the stand. It is possibly based on the presumption that it would be unfair to confer an advantage on one person to the exclusion of others in that particular group. If that is the attitude, the question that must be asked is whether allowing closure on the morning of the early closing day is to the advantage of that particular person.

True, he may lie in bed when his associates can open their shops and engage in trade, or he can wander to his heart's content over the golf course. But if he does these things he is also losing revenue, for obviously if his shop is closed he cannot be trading, and, unless his customers are excessively loyal, presumably his competitors will obtain that business. Must it be assumed, therefore, that the

Executive Council is protecting the proprietor pharmacist from the consequences of his own folly?

The only reason for refusing such a request should be that the public would suffer because they would be deprived of the services of a pharmacist. But if there are a number of pharmacists in the area, there seems no reason why the request to close should not be granted.

If the same situation is being encountered in other parts of the country it may become necessary for the Department of Health to change its attitude and deal with the matter on a national basis.

Extremes not the answer

When conference organisers invite speakers with apparently differing viewpoints they are often disappointed to find that the views expressed are so tempered that there seems to be no divergence of opinion. Chiltern region's first conference (p 402) had better luck, however, because Messrs Ross and Fortune could hardly have been further apart on the question of "profitable professionalism."

Mr Ross' general-practice pharmacist was seen to be an organisation man whose staff were so well trained that he was only called in when problems passed the limits of their knowledge. Mr Fortune's pharmacist was devoted to "pure" pharmacy, advising doctors and indulging in "higher" pursuits. Holding the balance was Mr Mapletorpe, who sought high scientific education but with the inclusion of business and management studies.

From neither of the black-and-white approaches do we see the public benefiting—or the profession. Against Mr Ross we would say a trained staff, yes, but the difficulty is in making them aware, not of the "limit of their knowledge" but of the "extent of their ignorance."

The pharmacist must be aware of all drug transactions in his premises. To use Professor Shellard's example, he must be in a position to prevent the sale of an ephedrine nasal spray to a patient taking a monoamine-oxidase inhibitor. If the assistant were trained to that level—to know when she is faced with a "sympathomimetic amine"—what need for a pharmacist in retail practice?

The truth is that sufficient staff could not possibly be trained to that level without disorganising the whole economics of pharmacy. The pharmacist must therefore take his responsibilities personally and not delegate them.

Mr Fortune, on the other hand, seems to be practising health centre pharmacy without a health centre. He fails to provide, at the point of sale of counter medicines, the advisory service the Pharmaceutical Society believes essential. By default he allows those counter medicines to go to "the drug store across the road" thereby relegating them to the status of ordinary merchandise.

Full professionalism—and it can be profitable—lies between the two extremes. We suspect that a great majority of general-practice pharmacists, including the young, enjoy both the professional and commercial aspects of pharmacy and wish to make a success of each.

It is difficult to see how that can be achieved either in Mr Ross' super-efficient emporium or Mr Fortune's ivory tower.

WINTER WARMTH FOR THE CHEMIST'S TILL

The summer that showed every sign of wanting to stay for Christmas dinner now looks as if it is departing; and while we are sorry to see it go, to the chemist in retail business the onset of colder weather means busy days ahead — and among the lines that he will be turning over at a greatly accelerated rate are his old friends the hot water bottles.

Old friends they may be, but the latest ranges of the leading manufacturers put them in a variety of new guises.

But before we look at some of the ranges, it is worthwhile considering factors that will particularly influence this year's sales situation, as well as taking a background look at the market position in general.

First, the protracted summer has meant that the shopping public has put-off stocking-up on winter merchandise. This will, almost inevitably, mean a concentration of purchasing in the next few weeks.

Normally, the selling season for hot water bottles gets under way in September and continues through to February, with a series of clearly-defined peaks reflecting the severity of the winter. This year the pattern has been disrupted, and very few chemists contacted by *C & D* in the course of compiling this report had experienced anything more than haphazard business until the last few days.

This was not taken as a sign that total volume of sales was likely to be affected over the season as a whole, but it was presenting one considerable problem — that of display and promotion. There is, of course, a strong "impulse buying" element in the hot water bottle business, and the dilemma that has been facing the chemists is: How much valuable display space should be given over to the bottles at a time when the weather remained warm — but could certainly turn cold at any moment?

The generally favoured solution has been to show a small selection of "appetisers" chosen from the more exotic items in manufacturers' ranges, while keeping the "support troops" of the more standard lines, held in depth, immediately adjacent to the selling area, so that they can quickly be brought forward to a display position that has already been allocated and which can be cleared the moment an "impulse peak" looks to be imminent.

Favoured position for the display is

a forward one just inside the door, the idea being that after customers have made the purchases for which they originally entered the shop, their eye will be caught by the display as they are leaving and so lead to an "impulse purchase."

The two other major factors at present influencing the market from the chemist's viewpoint are the amount of hot water bottle business being done by supermarkets and chain stores, and the increase over the past few years in the popularity of electric blankets and domestic central heating generally.

On the first point, the chemist's shop is the traditional outlet for this type of merchandise and, although the big self-service units have undoubtedly made inroads, the evidence is that the chemist will continue to keep a very firm hold on the market.

In the words of one leading manufacturer: "The chemist is particularly well-placed to maximise his profits during winter months from the sale of hot water bottles provided that he follows a few simple rules:

- ☐ Stock a branded product which is backed by regular national advertising. Customers recognise and rely on well-promoted brands.
- ☐ Display a variety of products — children's hot water bottles; luxury

covered bottles (which make ideal Christmas gifts); perfumed lines for the sophisticated, and so on.

☐ Show the product prominently at the point of sale during a cold spell. Impulse buying reaches its peak at these periods.

☐ Don't leave ordering till the last minute. Manufacturers are not always in

a position to supply re-fill stocks by return, particularly at peak demand periods."

Mr C. R. Hicks, marketing director of William Freeman & Co, also offered the following advice on points to look for when selecting merchandise:

"Most reliable manufacturers produce hot water bottles to a British Standard



specification which is, in itself, an assurance of quality and value — the prices of these products have remained remarkably stable in the past few years, in spite of pressure on the cost of raw materials and labour.

A well-designed neck, with either an

that manufacturers' ranges have been designed to exploit — coupled with a series of ingenious novelty lines to lift sales above the "bread and butter" level.

Let us then look more closely at the ranges of some of the major suppliers.

The Cannon Rubber Manufacturers, for example, are reserving Cannon branded bottles exclusively for the chemist.

Bottles are available ribbed on one or both sides in the popular price ranges, and luxury tastes are catered for with the covered hot water bottle enclosed in pastel brushed nylon or "ocelot" fabric covers, complete with zip fasteners.

Children have their own hot water bottles moulded in nursery shapes, and the latest additions to the range include two new models with the letters of the alphabet embossed in individual panels on one side, and days of the week, months and numerals embossed on the reverse.

These new teaching aids are specially



anchored closure which cannot get lost, or a screw closure which makes a firm seal, are essential, and a good hot water bottle is seamless throughout."

The popularity of electric blankets and the ever-increasing use of central heating have, undoubtedly, taken their toll of the market, but they have not in any sense relegated it to a lower division of the sales league. The hot water bottle remains essentially *comfortable* in a way that neither of those competitors can be, and that is one of the features of the market

Seventeen different types are being offered this season, all easily identified with the company's trade mark.

At the top end of the range is the Royal Scot which has a soft rayon cover moulded onto the bottle. Good value too is the Cannon 888 covered in soft rayon cloth in a choice of three colours. The Cannon Velvetex, Fleur-de-Lis and Radiator have long been favourites among the value-for-money class.

In the standard range, from the Cannon Superb, down to the 111, a choice of designs incorporates refinements like supple ribbing both sides or one-side-ribbed one-side-smooth, or completely smooth in large or standard sizes. The Noah's Ark series, Babysafe or Baby Cot fill the wide age-range attraction of their selection.

Freeman's, too, with their Suba Seal range, aim to cater for the whole family.

designed to help the mother of a young family to familiarise her children with numbers and letters — and they have the additional advantage of being more durable than the conventional alphabet book!

Suba Line (anchored closure) and Bara Line (screw stopper) are new introductions with a fluted pattern on both sides designed to give maximum heat.

Attractive designs are strongly featured also in the ranges of such leading suppliers as Dunlop, P. B. Cow, W. W. Haffenden and NPU Marketing.

A glamorous leader in the latter's range is their De Luxe, with its zebra-design washable Terylene cover in red and white or blue and white.

Throughout all these ranges the accent is on a combination of practical functionalism and striking design to help boost "impulse" sales. This is particularly valuable to the small chemist in whose shop display space is at a premium, and who must exploit the attractive "appetisers" to boost his turnover.

Finally, here is a check-list of addresses of some leading suppliers.

- ☐ Cannon Rubber Manufacturers Ltd, Ashley Road, Tottenham, London N 17.
- ☐ Columbia Products Co Ltd, Sherborne Ave, Binstead, Ryde, Isle of Wight.
- ☐ P. B. Cow (Li-Lo) Ltd, Liverpool Road Trading Estate, Slough, Bucks.
- ☐ The Dunlop Rubber Co Ltd (GRG Division), Cambridge Street, Manchester.
- ☐ William Freeman & Co Ltd, "Suba Seal" Works, Staincross, Barnsley, Yorks.
- ☐ W. W. Haffenden Ltd, Sandwich, Kent.
- ☐ NPU Products, from Maws Pharmacy Supplies Ltd, Aldersgate House, Barnet, Herts, and Stanley Street, Preston, Lancs.
- ☐ Reliance Rubber Co Ltd, 51 Manchester Street, London, W 1.
- ☐ Vitalam (Mandleberg) Ltd, Seaford Road Works, Pendleton, Salford 6.



HOW DO YOUR SALES OF COSMETICS

About 25 per cent of all "women buying" purchased their cosmetics from an independent pharmacy and a further 30 per cent from multiple chemists. What products go to make up that share of the market and in what proportion? A national survey carried out earlier in the year has been analysed in depth by the author, H. W. Toms, B Com, FPS, FI Pharm M, so that the statistics may be of practical use for the chemist-retailer.

A study of statistics relating to the cosmetics market reveals a considerable divergence of factual information liable to be misinterpreted by the unwary. That does not mean the statistics themselves are unreliable or that those who use them are in danger of making wrong policy decisions in marketing.

Differences in the published results of inquiries are mainly due to differences in definition, in pricing, in the methods of market research and in seasonal factors determining sales pattern. Moreover, surveys are undertaken for a specific purpose and, understandably, the results are not always expressed in a form in which they would be of the greatest possible interest and practical value to the pharmacist.

Shop-audits, although useful for certain investigations, provide a highly distorted picture of the market where a substantial proportion of purchases are transacted outside the normal retail channels.

The survey upon which much of this article has been based was undertaken by European Research Consultants Ltd. However, the arrangement of the basic information differs widely from that contained in the original report. The investigation was conducted in February by interviewing 2,165 women above the age of 16 years in Great Britain; the sample was distributed nationally on a representative basis, both in terms of social status and age as well as geographical location.

There are approximately 21.1 million

Number of women buying ('000)

Table 1 Cosmetics	Place of purchase					
	Pharmacy			Door to door	Dept. store	Variety chain
	Indep.	Mult.	Both			
Hair spray	1,171	983	2,154	248	369	248
Deodorant	975	1,206	2,181	446	342	77
Lipstick	820	1,102	1,922	1,008	715	152
Talcum powder	494	881	1,375	937	291	93
Hand cream	777	911	1,688	480	224	95
Bath preparation	389	909	1,298	129	368	90
Hair colouriser	691	509	1,200	*	258	58
All-in-One make-up	578	539	1,117	407	236	56
Face powder	475	673	1,148	200	200	67
Mascara	409	574	983	184	292	49
Foundation cream	451	690	1,141	128	184	36
Cleansing cream	390	561	951	154	173	55
Eye shadow	301	490	791	244	281	19
Hair conditioner	376	383	759	50	70	102
Nail varnish	322	390	712	226	170	40
Eye liner	286	147	433	118	99	29
Feminine deodorant	151	160	311	16	43	*
Total	9,056	11,108	20,164	4,975	4,315	1,266

Place of purchase

Table 2	Women buying	Pharmacy			Door to Door	Depart. Store	Variety Chain	Classif.	Un-Classif.
		Indep.	Mult.	Both					
	'000	%	%	%	%	%	%	%	%
Hair spray/lacquer	4,199	27.9	23.4	51.3	5.9	8.8	5.9	21.1	7.0
Deodorant	3,840	25.4	31.4	56.8	11.6	8.9	2.0	16.3	4.4
Lipstick	3,798	21.6	29.0	50.6	19.9	18.8	4.0	2.5	4.2
Talcum powder	3,313	14.9	26.6	41.5	28.0	8.8	2.8	3.9	15.0
Hand cream	3,292	23.6	27.7	51.3	14.6	6.8	2.9	*	24.4
Bath preparation	2,574	15.1	35.3	50.4	5.0	14.3	3.5	*	26.8
Hair colouriser	1,941	35.6	26.2	61.8	*	13.3	3.0	19.0	2.9
All-in-One make-up	1,941	29.8	27.8	57.6	21.0	12.2	2.9	2.4	3.9
Face powder	1,709	27.8	39.4	67.2	11.7	11.7	3.9	*	5.5
Mascara	1,646	24.9	34.9	59.8	10.1	17.8	3.0	3.0	6.3
Foundation cream	1,646	27.4	41.9	69.3	7.8	11.2	2.2	1.7	7.8
Cleansing cream	1,477	26.4	38.0	64.4	10.4	11.7	3.7	4.9	4.9
Eye shadow	1,435	21.0	34.2	55.2	17.1	19.6	1.3	2.6	4.2
Hair conditioner	1,393	27.0	27.2	54.5	3.6	5.0	7.2	25.7	4.0
Nail varnish	1,203	26.8	32.4	59.2	18.8	14.1	3.3	*	4.6
Eye liner	865	33.0	17.0	50.0	13.6	11.4	3.4	8.0	13.6
Feminine deodorant	380	39.7	42.1	81.9	4.2	11.3	*	*	2.6
Personal cosmetics	14,602	21.3	30.5	51.8	15.3	9.8	2.7	5.2	15.2
Face cosmetics	10,571	25.7	33.7	59.4	17.9	14.3	3.5	2.3	5.6
Hair cosmetics	7,533	29.7	25.0	54.7	4.0	9.3	5.3	21.4	2.3
Eye cosmetics	3,946	25.2	30.8	56.0	13.8	17.0	2.5	3.9	6.8
Total	36,652	24.7	30.3	55.0	13.6	11.8	3.5	7.5	8.6



COMPARE WITH YOUR RIVALS' ?

Trends in usership 1968-69

Table 3					% Change
Eye liner .. .. .	..	..	..	..	+46
All-in-one make-up .. .. .	..	..	..	..	+40
Eye shadow .. .. .	..	..	..	..	+37
Hair conditioner .. .. .	..	..	..	..	+37
Mascara .. .. .	..	..	..	..	+32
Hair colouriser .. .. .	..	..	..	..	+23
Nail varnish .. .. .	..	..	..	..	+20
Hair sprays .. .. .	..	..	..	..	+18
Cleansing cream .. .. .	..	..	..	..	+18
Hand cream .. .. .	..	..	..	..	+12
Deodorant .. .. .	..	..	..	..	+12
Foundation cream .. .. .	..	..	..	..	+ 8
Talcum powder .. .. .	..	..	..	..	+ 8
Lipstick .. .. .	..	..	..	..	+ 4
Face powder .. .. .	..	..	..	..	-21
Eye cosmetics .. .. .	..	..	..	..	+37
Hair cosmetics .. .. .	..	..	..	..	+24
Personal cosmetics .. .. .	..	..	..	..	+12
Face cosmetics .. .. .	..	..	..	..	+ 4
Total .. .. .	..	..	..	..	+14

Frequency of purchase

Table 4			Average number of months			% of frequent purchase
High frequency						
Deodorant .. .. .	..	..	2.38	..	..	24.9
Hair colouriser .. .. .	..	..	2.62	..	..	32.5
Hair spray .. .. .	..	..	2.91	..	..	33.2
Bath preparation .. .. .	..	..	3.06	..	..	30.7
Medium frequency						
Talcum powder .. .. .	..	..	3.55	..	..	19.0
Hand cream .. .. .	..	..	3.72	..	..	17.9
Hair conditioner .. .. .	..	..	3.82	..	..	23.3
Cleansing cream .. .. .	..	..	4.18	..	..	9.0
Foundation cream .. .. .	..	..	4.55	..	..	5.0
All-in-one make-up .. .. .	..	..	4.61	..	..	5.0
Lipstick .. .. .	..	..	4.78	..	..	5.7
Face powder .. .. .	..	..	4.85	..	..	20
Low frequency						
Mascara .. .. .	..	..	5.02	..	..	5.5
Eye shadow .. .. .	..	..	5.12	..	..	3.5
Eye liner .. .. .	..	..	5.63	..	..	5.0
Nail varnish .. .. .	..	..	5.89	..	..	6.2

women in Great Britain over 16 years of age and they buy a total of 36.7 million cosmetic preparations (at least one pack during the month of the inquiry).

Cosmetics are purchased from retail shops, door-to-door selling agents, mail order organisations, market stalls, hairdressers, etc., and Table 1 is designed to show where different types of cosmetics are purchased.

Multiple pharmacies, by definition, are pharmacies belonging to any organisation controlling a chain of pharmacies of ten or more branches, whether operating nationally or locally. The term "door-to-door" includes such organisations as Avon, while Woolworths and Littlewoods are included under "variety chain" stores.

The classification covers 30.7 million "women buying." Of the remainder, about 1.2 million women buy from supermarkets (deodorants, 550,000; hair sprays, 400,000; talcum powder, 130,000; hair colourisers, 60,000); more than 1 million women buy from hairdressers and 600,000 from co-operative stores. A relatively large proportion of hand creams and bath preparations is purchased from unclassified outlets (village stores and market stalls (Table 2). From this it will be seen that about 25 per cent of all "women buying" purchase their cosmetics from an independent pharmacy and a further 30 per cent from multiple chemists.

Analysis by social class and age of the number of packs bought per women buying differentiates between pharmacies in different locations within the community. Generally, younger women and those from the lower socio-economic households buy more packs when purchasing cosmetics than do other women. With the exception of hair preparation, 108 packs are purchased monthly per 100 women buying.

To compare trends in demand, the number of women using cosmetics at the time of the interview are compared in Table 3 with the number obtained by a similar

Purchases in January 1969

Table 5	Lipstick		All-in-one make-up		Hair colouriser		Foundation cream		Mascara		Eye shadow		Eye liner	
Age groups	16-29	All	16-29	All	19-29	All	16-29	All	16-29	All	16-29	All	16-29	All
No. of women buying ('000)	917	3,798	599	1,941	547	1,941	374	1,646	910	1,646	702	1,435	478	865
Percentage buying ..	19.0	18.0	12.4	9.2	11.3	9.2	7.7	7.8	18.9	7.8	14.5	6.8	9.9	4.1

Number of women buying

Table 6	National			Pharmacy		Door to door	Dept. store	Variety chain store
				Indep.	Multipl.			
			%	%	%	%	%	%
Hair spray	11.5	12.9	8.9	5.1	8.6	19.6
Deodorant	10.5	10.8	10.9	9.0	7.9	6.1
Lipstick	10.4	9.0	9.9	20.1	16.6	12.0
Talcum	9.0	5.5	7.9	18.8	6.7	7.4
Others	58.6	61.8	62.4	47.0	60.2	54.9
Total	100.0	100.0	100.0	100.0	100.0	100.0

investigation twelve months previously.

From this table it will be seen that with the exception of the declining use of face powder, the demand for cosmetics is increasing, especially for eye and hair cosmetics.

The average monthly purchases of an average group of 1,000 women amount to £527, corresponding to national monthly purchases of £11.2 million. Social class and age determine the incidence of buying and, to a somewhat lesser extent, the average price level. Alternatively, the 55 per cent of all women purchasing cosmetics from a pharmacy account for 57 per cent of national expenditure; the share of independent pharmacies in the cosmetics market is 27.5 per cent.

Frequency of purchases

Evidence suggests that most women buy their cosmetics every three to four months. Although much depends on the ability of the respondents to the interview to remember accurately the frequency of purchasing certain ratios may be calculated to obtain more detailed information on the subject. Comparisons may be made on time interval between purchases or the proportion of the more frequent purchases may be stated, defining a "frequent purchase" as one which is made at least once a month.

The availability of a wide range of shades of colour present difficulties when deciding buying policy. More than 50 per cent of all users of eye cosmetics are below the age of 30.

A separate analysis reveals that colour preference, except for eye cosmetics, is generally far less pronounced among women belonging to different social classes than among different age groups.

Departmental stores have the highest and variety chain stores the lowest proportion of upper and middle class women buying cosmetics. Similarly, women from such households form a larger section of customers in multiple pharmacies than in independent ones. This relationship is explained by the predominance of independent pharmacies in working class areas. Differences according to customer's age are less pronounced. It would appear that door-to-door selling or the variety chain store is less attractive to younger women, while the customer profile in independent pharmacies and departmental stores is almost identical.

The tabulation also confirms the previous conclusion that different outlets sell different categories of cosmetics in varying proportions, with the independent pharmacy being most representative of the national market.

This fact is brought out even more clearly in Table 6 where national proportional sales—expressed in terms of the number of "women buying"—are compared with those from the principal places of purchase.

Lipsticks form a relatively high proportion of total sales of cosmetics outside pharmacy; almost 40 per cent of all cosmetics sold by direct selling methods are accounted for by lipsticks and talcum powder.

The following are some of the conclusions that can be drawn from the figures:

□ A total of 440 million purchases of cosmetics are made annually, spending on average 5s 6d per pack or 6s 2d per item monthly. The average woman over 16 years of age spends 10s 7d a month on toiletries.

□ About 55 per cent of all women buy their cosmetics from a pharmacy. 14 per cent purchase them from door-to-door agents and a further 12 per cent from departmental stores.

□ The average multiple pharmacy serves four times as many customers with cosmetics than are served by the average independent pharmacy, but its cash turnover is only $3\frac{1}{2}$ times higher.

□ The average independent pharmacy sells cosmetics to the value of £3,720 annually.

□ Usership of cosmetics is increasing, with eye cosmetics increasing at a more than average rate.

□ Deodorants, hair colourisers, hair sprays and bath preparations are the most frequent sellers.

□ Younger women prefer pale pink and orange lipsticks, while older women prefer red and dark pink colours.

□ Upper and middle class and younger women buy more cosmetics, especially deodorants, eye preparations and nail varnish, than do working class.

[The above is an abstract of a paper read by the author at the Institute of Pharmacy Management's conference at Leamington Spa on October 27.]

During the discussion on the paper Mr T. G. Booth said it was clear that the pharmacists were losing out to others year by year yet they seemed to ignore the position. Mr Tomski agreed, saying that because their takings might be up 4 per cent on last year they appeared satisfied, overlooking the incidence of higher purchase tax.

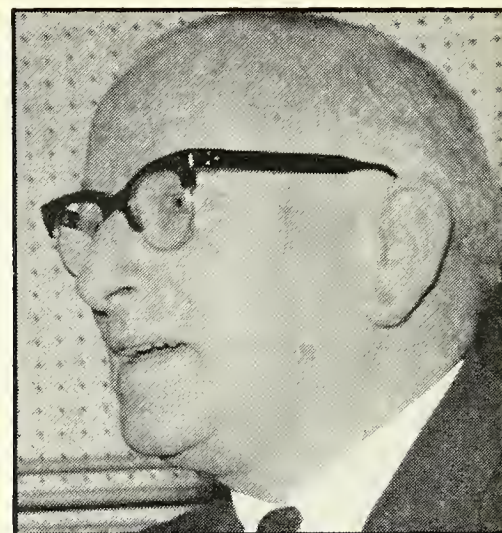
A teach-in

At another session on the previous day a "teach-in" replaced the normal paper. Mr I. F. JONES (School of Pharmacy, Sunderland Polytechnic) and Mr T. G. BOOTH (School of Studies in Pharmacy, University of Bradford) provided a case study of a hypothetical chemist facing a dilemma.

Mr Jones set the scene that led up to the question "Should the pharmacist (Victor Wilson) aged 53, proprietor of a pharmacy for 17 years take over the business of his nearest opposition (Benfields Ltd) which was being advertised for sale?" Facts about the location of both shops together with financial statements of the businesses had been circulated to members beforehand, but some pertinent information had been purposely left out to stimulate discussion. Before that took place a panel consisting of Miss E. A. WHISTLER, P. E. STEDMAN and S. DURHAM were invited to give their views on what Wilson should do.

As might be expected, their answers were as widely divergent as those from the floor, the reason being that so many unknown personal factors enter such a problem.

However MR BOOTH who chaired the session found that most of the deliber-



Mr H. W. Tomski

ate omissions were spotted. "Policy and Decision in Financial Expenditure" or "Wilson's Dilemma" was therefore unsolved but it provided a useful exercise on a problem that faces most retail pharmacists at some time in their career.

Earlier a paper "Problems of Establishment of a General Practice Pharmacy" was given by MR J. A. CROUCHER (see p 400). Asked how he had calculated his target figures, Mr Croucher said they were based on "Nielsen-type report of an average pharmacy." Mr E. A. Jensen said a survey of the particular area in which the business was being established would be preferable to a "general" survey.

Was the dispensing department a focal point in the shop? How did Mr Croucher draw attention to it? He replied that there was a central prescription sign and carboy. Nevertheless dispensing was below expectations.

Mr C. C. Stevens said there was "no future for the private chemist in city centres because of the high overheads."

MR S. G. DAVISON in presenting a paper on the economics of small-scale production in retail pharmacy said it was commonly believed now that more profit could be made by selling proprietary medicines than making and marketing one's own products. He said he had made medicines for six types of common ailments and after carefully investigating the cost he was convinced that small-scale manufacturing "can pay very well" provided attention was paid to the cost of drugs, and the efficient deployment of skilled and non-skilled labour to well-planned publicity and to the careful appraisal of sales. He stressed the importance of buying drugs in the right market. Costs varied enormously—for example, from 14s to 22s for 500 g paracetamol and 58s 6d to 75s 6d for 25 g codeine phosphate.

Although admiring the speaker's efforts to establish his own products several members thought that he would be "up against it" when the Medicines Act became operative. It was suggested (among other things) that his quality control would be unacceptable although Mr B. J. Thomas said that for established products containing official preparations he might be able to continue provided batch records were carefully kept.

NEW PRODUCTS AND PACKS

Pharmaceutical specialities

Second generation Minims photo 1

Designed to overcome the problem of infection from multi-dose containers used in ophthalmic out-patients' departments, second generation Minims have double over-wrap presentation and opening method eliminating the use of scissors and ensuring that the solution is sterile right up to the moment of use. The unit consists of an applicator sealed into an outer container and autoclaved to ensure complete sterility. To open the pack the sealing strip is pulled away to release the applicator for immediate use. The applicator incorporates a nozzle with a cap-seal closure, this nozzle allows complete control for instillation so that with one squeeze the precise number of drops required for any dose can be administered.

Second generation Minims do not contain preservatives, thus avoiding the danger of preservatives allergy.

The medicaments and concentrations in the second generation Minims range are those commonly used in ophthalmic practice. Eighteen are at present available. See *C&D Cumulative Price List*. (Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts.)

Over the counter medicinals

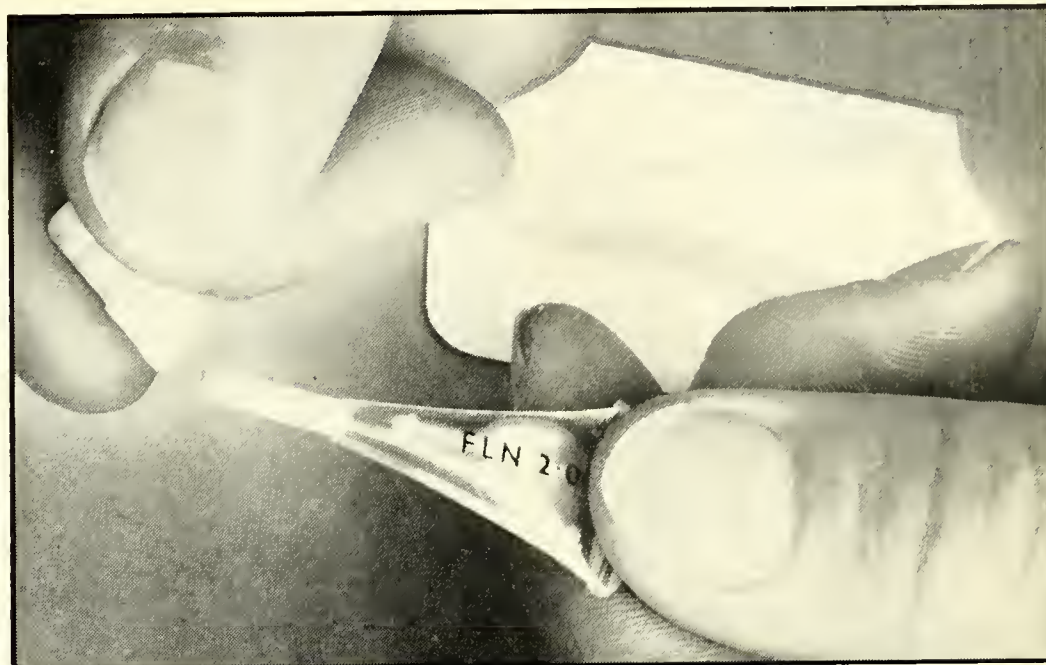
Mac-lemon launched by Beecham

Beecham Products (UK) have launched Mac-lemon (3s 11d) for the treatment of colds and influenza. Mac-Lemon is a preparation containing aspirin, caffeine, phenylephrine hydrochloride, vitamin C, cinnamon and menthol. There are six sachets in each cardboard pack of Mac-Lemon. The contents of one sachet in a glass of hot water gives pleasant lemon-flavoured drink. (Beecham Products (UK), Great West Road, Brentford, Middlesex.)

Toiletries and cosmetics

Eylure lash range photo 2

Three new lash types have been added to the Eylure range. They are:— Fluffies, Black/Brown (12s 10d); Moonrakers, Black/Brown (12s 10d) and Bobby Dazzlers, Black/Brown (12s 10d). Two new lash types have been launched in the



new Open Eyes packs:— Spikey wings, Black/Brown (17s 6d) and Spikey Black/Dark Brown (17s 6d). Then there is a complete wardrobe of lash looks in one pack called Versateye (39s 6d). It contains four lash strips, approximately 3 in in length, all styled and trimmed to the new spikey look and each in a different density. Eyelash refills have been discontinued. (Eylure Ltd, 8 Grosvenor Street, London W 1.)

More from Quant

Perfumed with Mary Quant's PM fragrance are three products "for the bathroom." Bath beads (19s 11d) "turn hard water soft and an inviting Mediterranean sea blue in colour." Bath oil (15s 6d) is "moisturised luxury." Hand and body lotion (13s 6d) is a "special extra for afterbath." (Distributors Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey.)

Soapless skin cleansing

Dorant 7 deep-cleansing beauty bar (5s 6d) is for those with sensitive skins. Introduced by Dorant Laboratories the beauty bar is based on neutral surfactant fatty alcohol sulphates combined with emollient, moisturising and softening agents. It prevents dryness and the sensation of tension in the skin and is said to have an effective antibacterial activity against many common skin infections. (Dorant Laboratories, 91 Amhurst Park, London N 16.)

Products for pets

Coat conditioner for dogs

To promote good coat condition in dogs Bristol Myers Animal Health Unit are marketing in Great Britain for Borden Chemical Co, New York, USA, a feed supplement Mirra-coat (1 lb tin 18s), which "puts a good coat in a dog's feed."

Sundries

Electric deodoriser

The Airbracer electrostatic smell killer/air purifier (£6 19s 6d) is said to be capable of removing efficiently and silently all



unpleasant household smells. The size of a small transistor radio, the fully sealed unit requires no attention, is guaranteed unconditionally and running costs of less than a penny a week are claimed. It produces controlled emissions of ozone.

The Airbracer has been passed for safety by the Electricity Council and has been entered in the British Electrical Approvals Board supplementary list of approved appliances.

An attractive new point of sale display stand is being prepared and will be available for Christmas. (O-Three Instruments Ltd, Balfour Road, Weybridge, Surrey.)

For facial saunas

The latest idea from Pifco Ltd is a Sauna-tonic (£6 6s) "a natural aid to a clear complexion." The Sauna-tonic is a device enabling the steam treatment of the face to be carried out easily and effectively at home. If required the apparatus may be used to provide "soothing and penetrating vapours" by adding a menthol or pine inhalant.

(Pifco Ltd, Nicholas Croft, Shudehill, Manchester, M60 0AA).

TRADE NEWS

A Dista reformulation

Dista Products Ltd, Fleming Road, Speke, Liverpool L24 9LN, have reformulated Distaquaine V-K syrup 250 mg/5ml. The change, apart from providing a more elegant elixir, avoids the necessity for the addition of two lots of water for re-constitution. Instead, one addition of 60 ml will provide the 100 ml for dispensing. The bottle label bears the bold lettering "Add 60 ml water" to avoid confusion with the earlier formulation. The 125 mg/5 ml strength of Distaquaine V-K syrup is unchanged and still requires the single addition of 70 ml water.

Training Kit for D Day

A new kit to help prepare for decimal currency comprises plastic replicas of the new coins—identical in shape, size, and colour to the real thing—to the value of £5. The rigid plastic container also includes conversion and change tables printed on plastic "card" and showing the corresponding values for all amounts up to £1 in both currencies; a detailed training manual that explains the use of the kit and outlines an eight-hour training course; and a series of exercise cards to provide practice in totting up lists of transactions in both currencies and converting the totals.

The kit (pictured on the right) is available from: Decimal Training Currency Co, Peterley Manor (West), Prestwood, Great Missenden, Bucks, price £3 17s 6d (£3.87½).

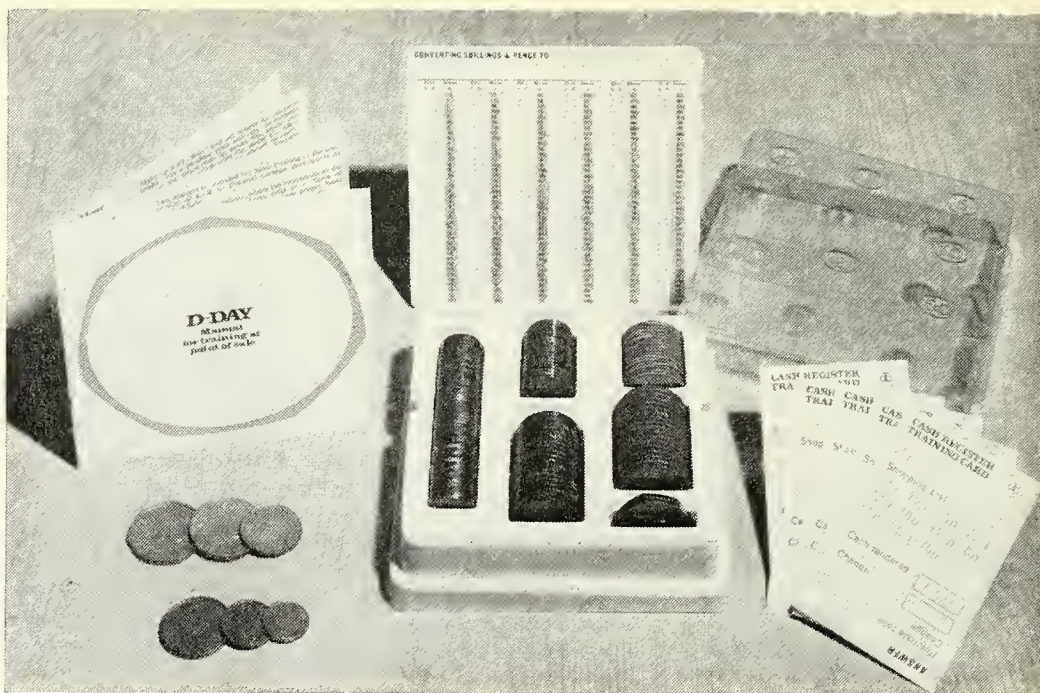
Alcohol solvents in food

James Burrough Ltd, Vauxhall Street, London SE 11, advise customers that they supply ethyl alcohol and isopropyl alcohol to British Pharmacopoeia specifications which may be used as ingredients in the preparation of food. Orders for alcohol for such use should state this clearly so that the containers bear labels which comply with the requirements specified in Schedule 2 of the Solvents in Food Regulations 1967, effective November 3.

They also emphasise that any other alcohols purchased from them must not be used as solvents in the preparation of food nor must they be re-sold for such use.

Allen & Hanburys stop Minnim Cubes

In view of the recent publicity concerning cyclamates, and in consideration of the Government's announcement that no food or drink containing cyclamates may be sold after January 1, 1970, Allen & Hanburys Ltd, are suspending the marketing of Minnim Cubes. Details of crediting arrangements have been sent to all customers.



For Autumn and Winter fashions

Woltz Italiana have recently launched two new colours in their Super Creme range of nail enamels. These are Burning Sand and Torrid Flame. The first is an "up-to-the-minute" shade in red-brown. Torrid Flame is a vivid flame red. (Distributors: Biometica Ltd, Barnet By-pass, Boreham Wood, Herts).

Detigon to be dropped

FBA Pharmaceuticals Ltd, Haywards Heath, Sussex, state that Detigon linctus and Detigon drops are being discontinued on December 31, and existing stocks should be sold out before this date. No orders have been executed since October 1, in order to facilitate the selling out of wholesalers' existing stock.

Intramuscularly only

Glaxo Laboratories Ltd have discontinued their plain formulation of triple antigen (Diphtheria/Tetanus/Pertussis Vaccine). In future triple antigen (adsorbed) Glaxo will be supplied against orders not specifying the type of vaccine required. The adsorbed product must be given by intramuscular injection only. Chemists handling prescriptions for triple antigen should ensure that the prescriber understands that only the adsorbed product is now available and that it requires to be administered by the intramuscular route only.

Diluent for Lomotil

G. D. Searle & Co Ltd, Lane End Road, High Wycombe, Bucks, state that if it is necessary to dilute either Lomotil liquid or Lomotil with Neomycin liquid, only glycerin may be used. No other diluent is suitable.

Admune influenza vaccine

In order to speed up the flow of supplies during the peak period for the immunisation of patients at special risk, BDH Pharmaceuticals Ltd, announce the introduction of Admune in single dose 1 ml ampoules (13s 4d).

Supplies of Admune in single dose dis-

posable syringes (Snapjects) continue to be available, but customers are requested to accept Admune in whichever pack is available at the time of their order; either pack may be dispensed against any prescription for influenza virus vaccine (inactivated).

Bonus offers

Bayer Products Co, Surbiton, Surrey: Panadeine Co 10's: 24 invoiced as 22; 36 invoiced as 30. Available during November and December.

FBA Pharmaceuticals Limited, Haywards Heath, Sussex. Iversal antiseptic lozenges, 42 invoiced as 36, 90 invoiced as 72. Through representatives until January 31, 1970.

Liqufruita Ltd, 43 Clapham Road, London SW 9. Liqufruita herbal cough medicine, capsules and pastilles, 8 doz assorted extra 5 per cent discount; 16 doz 7½ per cent, 24 doz 10 per cent, 60 doz 12½ per cent.

Macdonald of Manchester, Portland Mill, Ashton under Lyne, Lancs. Silcot san-towels, briefs, panties and sanbelts. Special bonuses as advertised elsewhere in this issue. Available until November 15.

Discontinued

BDH Pharmaceuticals Ltd, Birkbeck Street, London E 2: Volpar Gels pack of 12.

William R. Warner & Co Ltd have discontinued the sale of Mandelamine suspension and Mandelamine tablets 0.25 g.

Metricated

Moore Medicinal Products Ltd, Leigh Street, High Wycombe, Bucks, have amended the packs and prices of the following: Brovolin cough syrup, 150 ml (8s 11d), Brovonex, 150 ml (8s 2d) and Bydolax syrup, 150 ml (5s 4d). The 120 ml packs have been discontinued and also the 240 ml pack of Brovonex.

Information Wanted

The Editor would appreciate information about: "Color All" photo fixers.

PROMOTIONS

Free sample deodorant offer

For a limited period, every packet of size 1 and size 2 Sylvia sanitary towels bought in case lots will include a free sample sachet of Elle deodorant cloths.

Each packet will be clearly overprinted to draw attention to the offer and advertisements in editorial style will appear in *Woman*, *Woman's Realm* and *Woman's Weekly*. The showcard illustrated will be included with retailers' orders. (Cuxson, Gerrard & Co Ltd., Fountain Lane, Oldbury, Warley, Worcs.)

Extra Phensic advertising

During the coming winter Phensic advertising is concentrating on cold and flu sufferers, in a campaign running from November until March. Ten leading women's magazines will, for the first time, feature whole colour pages on Phensic for colds and flu, in a campaign that is expected to reach eight out of every ten women in the country.

This special colour campaign is in addition to short term advertising support which is planned for periods of peak winter illness.

Point of sale booster

Kent of London have produced a new point of sale unit for their K45 denture brush. It holds $\frac{1}{2}$ dozen brushes, and as so many denture brush sales are impulse purchase, it is designed to help chemists to increase turnover on this product. (G. B. Kent & Sons, 24 Old Bond Street, London W 1).

Vapourette Display Unit

Display unit for use with the current Vick free Vapourette offer (see *C & D*, October 4, p. 316). The upper section can be used separately as a small display if required. (Vick division, Richardson-Merrell Ltd, 20 Savile Row, London W 1.).



Parfums Weil campaign

Backcloth to new advertising by Perrot for Parfums Weil is a section of a painting by Fragonard. The picture shows two lovers flirting and is intended to underline the air of French elegance and quality.

The half page black and white advertisement will appear in *19*, *Honey*, *She*, *Vogue*, *Daily Telegraph* and *The Times* during November and December. (Parfums Weil, E. G. Perrot & Co Ltd, Magnolia House, 160 Thames Road, London W 4.)

Dana's Christmas counter display

Tabu preparations are being given a special new Christmas presentation display.

In the counter merchandisers are — Tabu's attractive cut glass sprayette Cologne (23s); the handbag size perfume sprayette (25s), and Dana's latest addition to the Tabu range, a spray deodorant talc (19s) in an attractive 7 oz aerosol can.

The display featuring a wide-eyed glamorous girl whose expression "is calculated to tempt the consumer with Tabu products" is available to retailers now. (Dana Perfumes Limited, 19 Grosvenor Street, London W 1).

Mystery shoppers' bring prizes

As an additional incentive to their normal display discount, White Laboratories, the UK proprietary medicines subsidiary of the Schering Corporation, New Jersey, USA, will be running a "display mystery shopper" promotion during November and December.

Retail pharmacists will be awarded a bonus from a range of prizes including £250 cash or a holiday cruise; portable transistor radio or tape recorder or £50 cash; fine wines, Havana Cigars or £25 cash and many consolation prizes or Christmas gift boxes from Selfridges.

Display bonuses will be drawn from a

bag of award vouchers carried by the "mystery shoppers" and will go to retailers who have the following combination of White Laboratories product displays:

Any one item from Section 1: Ulcagel showcard, Ulcagel display outer, Correctol showcard, Correctol mixed display outer; plus any one item from Section 2: Rinstead Ulcagel self-serve dispenser, Meggezones/Mini Meggezones self-serve dispenser; plus any other display piece from Sections 1 and 2 or from other White Laboratories products. White Laboratories Ltd, Penarth Street, London SE 15.

New Bellair deal

A special deal for Bellair liquid shampoo in sachets has commenced and will end on December 31. It is proposed to give the purchaser one free shampoo with each two bought. To enable the retailer to implement the offer the trade price has been reduced during the period of the deal by $33\frac{1}{3}$ per cent to 1s 11d per dozen, purchase tax sevenpence per dozen. The sachet shampoos are packed in counter display boxes of 48. (Bellair Cosmetics Ltd, New Road, Winsford, Cheshire).

What bingo players buy

An NOP Market Research Ltd Survey investigation into the bingo playing habits of the adult British population has shown that the bingo audience offers a prime target market for such products as cold and influenza treatments, denture cleaners, shampoo, pet foods.

The survey's main findings were that 18 per cent of all adults claim to play bingo nowadays, of whom some 49 per cent play at least once a week. Nearly half the players are housewives.

The survey found that the following percentages of bingo players had bought products in the previous seven days (non-players' percentages in parentheses): cold and flu treatments, 12 (6); denture cleaners, 29 (10); shampoo, 48 (33); pet foods, 36 (28).

Details of the survey and the bingo advertising medium can be obtained from the marketing department, Pearl & Dean Ltd, 33 Dover Street, London W1X 4AJ.

ON TV NEXT WEEK

Ln = London; M = Midlands; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

Anadin: Ln, M.

Andrews liver salt: M, Lc, WW, So, U, We, E, CI.

Askit: Sc, B, G.

Aspro: All except U, E.

Disprin: All except E.

Iron Jelloids: NE.

Juicets: Y.

Macleans: All except E.

Phillips Ladyshave: Ln, So.

Phyllosan: All except E.

Phyllosan: WW.

Steradent: All except E.

TRADE MARKS

Applications advertised before registration
Trade Marks Journal October 15
No. 4755

Zotos Pine Balm, 923,597, by Sales Affiliates Inc, New York, USA. For preparations containing extracts of pine, for conditioning the hair (3)

Zotos Visual, 928,390, by Sales Affiliates Inc, New York, USA. For preparations for the hair (3)

Romnay Conceal, B930,019, **Romnay Disguise**, B930,021, **Romnay Allure**, B930,023, by Pfizer Ltd, Sandwich, Kent. For perfumes, eau de Cologne, cosmetic preparations, dentifrices, non-medicated toilet preparations, toilet articles, soaps and essential oils (3)

Polar Bear (device), 930,761, by AB Helios Kemisk-Tekniska Fabriker, Stockholm, Sweden. For preparations and substances for laundry use; cleaning, polishing, scouring and abrasive preparations; soaps, cosmetics and non-medicated toilet preparations (3)

Eurocross (device), B931,449, by NV Koninklijke Pharmaceutische Fabrieken v/h Brocades-Stheeman & Pharmacia, Amsterdam, Holland. For preparations and substances for laundry use; cleaning, polishing, scouring and abrasive preparations; soaps, perfumes, perfumed non-medicated toilet preparations; essential oils, cosmetics, hair lotions; and dentifrices (3)

Coty Match Maker, 936,592, by Coty (England) Ltd, Sandwich, Kent. For cosmetics (3)

Custodian, 936,787, by British Nova Works Ltd, Southall, Middlesex. For detergents (not for use in industrial processes), cleaning and polishing preparations; dressings (in the nature of cleaning or of polishing preparations); soaps and shampoos (3)

Lipacides, B916,680, by Soc. Normande de Produits Chimiques, Paris, France. For pharmaceutical preparations and substances, consisting of or containing lipoamino acids (5)

Apexil, 925,025, by Novo Industri A/S, Copenhagen, Denmark. For medicinal and pharmaceutical preparations (5)

Moliderm, **Moliderm-N**, 926,652-53, by Beecham Group Ltd, Brentford, Middlesex. For pharmaceutical preparations and substances for human and veterinary use, all for use in treating ailments of the skin (5)

Azer, 929,256, by Carter Wallace Inc, New York, USA. For pharmaceutical preparations for the relief of pain and for use as a tranquilizer, a sedative and as a muscle relaxant (5)

Altirid, 929,580, by Poli-Chimica SAP, SpA, Milan, Italy. For pharmaceutical preparations (5)

Sport, B932,842, by Chesebrough-Pond's Ltd, London NW 10. For deodorants (5)

Tranzin, 933,705, by Wellcome Foundation Ltd, London NW 1. For pharmaceutical, medical, veterinary, and sanitary preparations and substances (5)

Calmazine, B934,252, by Calmic Ltd, Crewe, Ches. For pharmaceutical preparations and sub-

stances, all consisting of or containing azines (5) (device), B936,414, by Biscuiterie Nantaise SA, Nantes, France. For pharmaceutical products and dietetic foodstuffs (5)

(device), 936,565, by Abbott Laboratories, Chicago, Illinois, USA. For pharmaceutical, veterinary, and sanitary substances; disinfectants; preparations for killing weeds and destroying vermin (5)

Coroverlan, 936,973, by Verla-Pharm, Arzneimittel-fabrik Apotheker H. J. v. Ehrlich, Obb, Germany. For pharmaceutical, veterinary and sanitary preparations and substances; infants' and invalids' foods, and dietetic foodstuffs; medical and surgical plasters; bandages; preparations for killing weeds and destroying vermin; and disinfectants (5)

Supramycin, B937,749, by International Generics Ltd, Lancing, Sussex. For antibiotics (5)

Radar, 938,789, by Procter & Gamble Ltd, Gosforth, Newcastle-upon-Tyne. For medicated mouth-washes (5)

Vironet, 940,803, by Nu-Organic Remedies Ltd, London SW 1. For medicinal preparations in tablet form (5)

Julab, 940,808, by Nu-Organics Remedies Ltd, London SW 1. For pharmaceutical and medicinal preparations, all in tablet form (5)

Krups (device), B938,721, by Robert Krups (Gt. Britain) Ltd, Glasgow. For shaving instruments, and hand implements for use in hairdressing (8)

Rythmater, 930,549, by Eros Electronics Ltd, London WC 1. For devices for calculating and indicating the period in the human female sexual cycle during which conception is least likely to occur (9)

Longjohn, B932,216, by John D. Maltby Ltd, Nottingham. For face flannels and towels (24)

Applications advertised before registration
'Trade Marks Journal', October 22
No. 4756

Moustache, B861,161, by Parfums Marcel Rochas SA, Paris, France. For Eau de Cologne and non-medicated after-shave lotions (3)

Elf (device), 921,566, by Elf Union SA, Paris, France. For soaps, etc. (3)

Tibet Snow, B922,259, by Kohinoor Chemical Co Ltd, Karachi, Pakistan. For cosmetics, soaps, perfumes and perfumed non-medicated toilet preparations (3)

House of Fox Limited (device), 929,416, by House of Fox Ltd, London, N 13. For toothpaste, talcum powder for toilet use, washing powders, hair lacquers, starch for laundry purposes, non-medicated lotions for use before or after shaving; hair shampoos and non-medicated hand lotions etc. (3)

Diatril, 930,558, by Laboratoire Lachartre SA, Paris, France. For non-medicated toilet preparations, cosmetic preparations, preparations for the hair, perfumes and essential oils (3)

Transfluid, 936,544, by Guerlain Ltd, Greenford, Middlesex. For cosmetic preparations, non-medicated toilet preparations; soaps, perfumes, essential oils; and toilet articles; all being in the form of fluids (3)

Tetoxan, B925,988, by Hoechst Pharmaceuticals Ltd, Brentford, Middlesex. For preparations and substances for veterinary use (5)

PATENTS

Complete Specifications Accepted
From the 'Official Journal (Patents)'
September 24

Droppers for pharmaceutical liquids
Bettix Ltd. 1,169,255

Process for the resolution of DL-6-phenyl-2,3,5,6-tetrahydroimidazo [2,1-b] thiazole
Imperial Chemical Industries of Australia & New Zealand Ltd. 1,169,310.

Process for the preparation of an enzyme
Toyo Jyozo KK. 1,169,448.

Method of producing the alkaloid securinine
Vsesojuzny Nauchnoissledovatel'sky Institut Lekarstvennykh Rasteniy. 1,169,471.

Foodstuffs and pharmaceutical compositions
A. Starke. 1,169,550.

Menthhol inhalant device
Inter-Alia Pharmaceutical Services Ltd. 1,169,637.

Method and apparatus for processing razor blades
Gillette Co. 1,169,648.

Piperidine derivatives
Laboratoires Robert et Carriere SA. 1,169,658.

6-Aminopenicillanic acid
Beecham Group Ltd. 1,169,696.

Herbicide and compositions containing the same
Philips' Gloeilampen-Fabrieken NV. 1,169,722.

A-norsteroids
Merck & Co Inc. 1,169,739.

Pharmaceutical compositions comprising A-nor-5 α -gonanes
Merck & Co Inc. 1,169,740.

Benzocycloheptathiophene ether derivatives
Sandoz Ltd. 1,169,755-56.

5 Methyl-10-(2'-dimethylamino-propyl-1')-10,11-dihydro-11-oxo-5H-dibenzo [b,c]-1,4-diazepine and its acid addition salts
Dr A. Wander SA. 1,169,804.

p-Chlorobenzyl compounds and their serotonin lowering ability
Chas. Pfizer & Co Inc. 1,169,807

Hair fixing resin compositions
National Starch & Chemical Corporation. 1,169,862.

Estranes and process for preparing the same
Eli Lilly & Co. 1,169,902.

Process for the preparation of vitamin B12
Gedeon Richter Vegyeszeti Gyar Rt. 1,169,933.

Heterocyclic stilbene compounds
CIBA Ltd. 1,169,934.

11-Alkyl steroids
G. D. Searle & Co. 1,169,938.

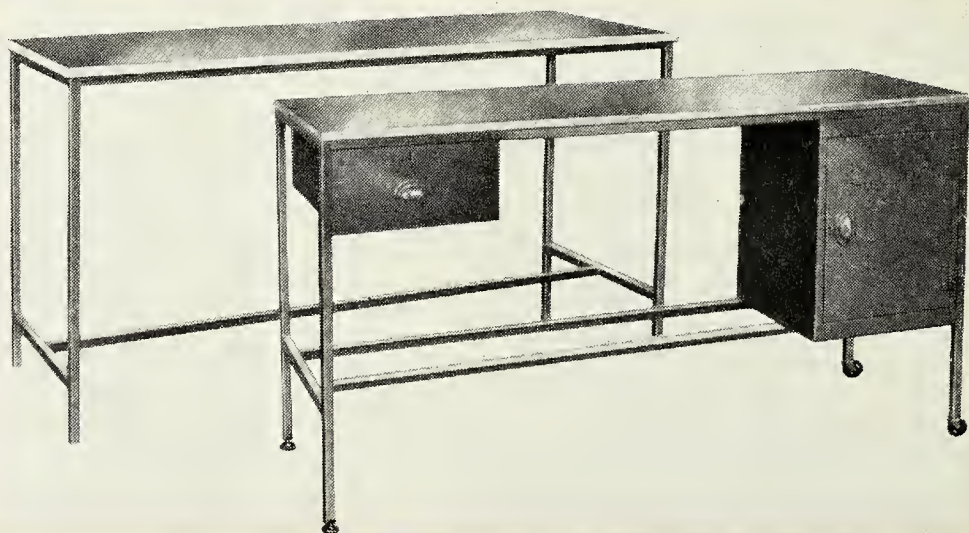
3,3 Diphenylpropylamines and processes for the preparation thereof
Geistlich Sohne AG fur Chemische Industrie ED. 1,169,944.

British patent specifications relating to the above will be obtainable (price 4s 6d each) from the Patents Office, 25 Southampton Buildings, Chancery Lane, London, WC2, from November 5.

Shopfitting notes

Adaptable benches and desks

To meet the demands for an adaptable system of work stations and benches, Welconstruct Co Ltd have introduced the Welfix range. The benches are made of 1 in square steel tubing and a choice of tops—blackboard, plastic laminate (Formica or similar), vinyl on blackboard or varnished chipboard. Optional extras that may be fitted include drawers, cupboard units, bottom shelves and castors. The benches are designed for clipping together to give readily changed lay-outs. Prices range from £7 per unit upwards. An illustrated catalogue and price list is available from The Welconstruct Co Ltd, Camden House Parade, Birmingham 1.



COMING EVENTS

Monday November 3

Harrow Branch, Pharmaceutical Society, Kings Head Hotel, Harrow-on-the-Hill, at 8 pm. Mr W. Trillwood on "Computers in Pharmacy."

Hounslow Branch, Pharmaceutical Society, Sun Hotel, Hanworth Road, Hounslow, at 7.45 pm. Discussion of proposed revision of Statement on Matters of Professional Conduct, followed by films.

Leicester and Leicestershire Branch, Pharmaceutical Society, Postgraduate Medical Centre, New Bridge Street, Leicester, at 8 pm. Dr J. R. Hearnshaw on "Insulin and Oral Hypoglycaemic Drugs" (Postgraduate lecture series, No. 3).

London Section, Society of Chemical Industry, 14 Belgrave Square, London SW 1, at 6.30 pm. Professor J. E. Gordon on "Advances in Composite Materials."

Northampton Branch, Pharmaceutical Society, Cripps Medical Centre, Northampton General Hospital, at 8 pm. Dr W. Edgar (Medical Officer of Health for Northampton) on "The Work and Development of Local Health Services."

Romford Branch, Pharmaceutical Society, Golden Lion Hotel, Romford, at 7.45 pm. Ladies evening, Dr Maurice Taylor on "Wild Life at Home and Abroad."

Tuesday November 4

Glasgow Pharmacy Club, Highlanders Institute, Berkeley Street, Glasgow C 3 at 7.30 pm. Whist Drive.

North West Regional Committee, Pharmaceutical Society, Lecture Theatre G7, The Harris College, Corporation Street, Preston, Lancs at 7.30 pm. Second of a refresher course of six weekly lectures "The Autonomic Nervous System and the interpretation of Drug Action, No. 2."

North Staffordshire Branch, Pharmaceutical Society, North Staffordshire Medical Institute, Hartshill, at 7.45 pm. Dr H. G. Boddie on "Rheumatoid Arthritis" (Postgraduate lecture course).

Sheffield Branch, Pharmaceutical Society, Lodge Moor Hospital, Sheffield, at 8 pm. Illustrated talk by Mr John Oxford of the Virus Laboratories, University of Sheffield (joint meeting with local Guild of Public Pharmacists).

York Branch, Pharmaceutical Society. Crime Prevention Department, 14 Clifford Street, York, at 8 pm. Crime prevention exhibition.

Wednesday November 5

Ayrshire Branch, Pharmaceutical Society, Ayr Technical College, Dam Park, Ayr, at 7.45. Dr G. M. Forsyth (Ayrshire Central Hospital, Irvine) on "Obstetrics and Gynaecology (lecture course)."

Thursday November 6

Bolton Branch, National Pharmaceutical Union, Medical Institute, The Royal Infirmary, Bolton, at 8 pm. Mr H. C. Watkins (NPU Marketing Ltd) on "The Marketing Force that really works for Pharmacy."

Coventry and Warwickshire Branch, Pharmaceutical Society, Newlands Hotel, Tile Hill Lane, Coventry at 8 pm. Meeting to discuss proposed revision of Statement on Matters of Professional Conduct.

Hastings Branch, Pharmaceutical Society, Alexandra Hotel, St Leonards-on-Sea, at 8

pm. Mr J. McClenahan on "NPU Services to its Members and Others."

Huddersfield and District Chemists' Association, Spotted Cow Hotel at 7.45 pm. Mr B. M. Backhouse on "Economic Aspects of Retail Pharmacy."

Thames Valley Pharmacists' Association, Winthrop House, Surbiton, at 8 pm. Dr T. D. Whittet on "The Medicines Act 1968."

West Hertfordshire Branch, Pharmaceutical Society, Woodcote, Hempstead Road, Bovingdon, at 8 pm. Branch Resolutions meeting.

Worthing and West Sussex Branch, Pharmaceutical Society, General Abercrombie Hotel, Arundel, at 8 pm. Business meeting, including discussion of proposed changes in Statement Upon Matters of Professional Conduct.

Friday November 7

Birkenhead Branch, Pharmaceutical Society, Carlett Park, Eastham, at 8 pm. Dr K. D. Shaw on "Explosives" (with demonstrations).

Scottish Department, Pharmaceutical Society, 36 York Place, Edinburgh at 7.45 pm. Dr A. G. MacGregor on "Doctors and Medicines 1969."

Wigan and St Helens Branch, Pharmaceutical Society, Wigan and District Mining and Technical College, Parsons Walk, Wigan, at 7.45 pm. Mr V. Walters (Liverpool School of Pharmacy) on "Oral Prolonged Action Dosage Forms."

Saturday November 8

Manchester Branch, Guild of Public Pharmacists. Salford University at 10 am. Conference on Disinfectants in Hospitals. Speakers: Dr J. C. Kelsey (Central Park Health Laboratory) Dr D. M. Jones (consultant bacteriologist, Withington Hospital) Mr R. Hall ICI Pharmaceuticals Division. Mr G. Sykes (Boots Pure Drug Co Ltd). Details from Mr A. J. Ross, Branch Secretary, Pharmaceutical Department, Withington Hospital, Manchester.

Courses and Conferences

Pharmaceutical Society of Great Britain, Chelsea College, University of London, Manresa Road, London SW 3, January 6, 1970. Symposium on gas-liquid chromatography of natural products. Mr D. A. Elvidge (Boots Pure Drug Co Ltd) on "Recent Developments in Gas Chromatographic Techniques"; Mr A. M. Humphrey (Bush, Boake Allen Ltd) on "Practical Application of Gas Chromatography to the Examination of Essential Oils"; Dr B. A. Knights (University of Glasgow) on "Chemical Modifications to Steroids Prior to Analysis by Gas Chromatography"; Mr J. O'G. Tatton (Laboratories of the Government Chemist) on "Gas Chromatographic Determination of Pesticide Residues in Vegetable Matter"; Dr F. Fish (University of Strathclyde) on "Chromatography of Cannabis" and Dr N. G. Bissett (Chelsea College) on "Gas-liquid Chromatography of Alkaloids." Fee, £2 10s. Details from Mr E. L. Robins, 17 Bloomsbury Square, London WC 1.

International Display Market Week. Grosvenor House, Park Lane, London W 1. April 12-15, 1970.

International Federation of Societies of Cosmetic Chemists, Barcelona, Spain, September 20-25, 1970. Organisers: Sociedad Espanola de Quimico Cosméticos, calle Mallorca 279, Barcelona 9, Spain.

Society for Drug Research, Shell Centre, on November 26. Symposium on Cancer Chemotherapy. Speakers include Dr K. Hellman (Imperial Cancer Research Fund) on "Prospects in Cancer Chemotherapy."

Society for Analytical Chemistry. Central Hotel, Carlisle, Cumberland, November 7-8. Meeting on "Recent advances in pharmaceuti-

cal analysis with special reference to micro-chemical techniques." Details from Society's Secretary, 9 Savile Row, London W1X 1AF.

Scottish Department, Pharmaceutical Society, Dunblane Hydro, Perthshire, March 13-15, 1970. Conference of Scottish hospital pharmacists. Programme includes address by Sir Noel Hall on the hospital pharmaceutical service, discussion on pharmacology led by Professor W. C. Bowman (professor of pharmacology, University of Strathclyde) and on pharmaceutical formulation, led by Mr R. A. Lees (Glaxo Laboratories Ltd). A preliminary programme is being circulated to all hospital pharmaceutical departments.

Exhibitions and Fairs

Dust Control and Air Cleaning Exhibition, Empire Hall, London, W 14, September 28 to October 1, 1971.

Industrial Training Exhibition and Symposium, Belle Vue, Manchester, from Tuesday, May 19, to Friday, May 22, 1970, will feature the latest major trends in training equipment and services.

International Gifts Fair. Earls Court, London, SW 5. Opening June 15, 1970.

MEDICAL PRESS

Case for 500-mg griseofulvin

Administration of griseofulvin in divided doses offers little advantage, says *Drug and Therapeutics Bulletin*. Since patients tend to take a single daily dose more reliably it is sensible to use the new 500 mg tablets (the adult dose for most superficial fungal infections is 500 mg daily).

The drug should be taken with fat (e.g. butter, cream, bacon, egg) because that greatly improves absorption. Children and patients who find the large tablet difficult to swallow will still need the 125 mg tablet, says the *Bulletin*. (D&TB, October 24.)

Contemporary themes

Topical oral corticosteroid treatment. Adrenal function during. *British Medical Journal*, October 18, p. 138.

A 60 per cent oxygen supply for medical use. *British Medical Journal*, October 18, p. 143.

Drugs: Their uses and abuses and the problem of their control (by Sir Derrick Dunlop). *Veterinary Record*, October 18, p. 424.

Prostaglandins. *Nature*, October 18, p. 221.

Immunosuppression by L-asparaginase. *Nature*, October 18, p. 275.

Drug interactions. Tabular compilation of. *American Journal of Pharmacy*, July-August, p. 109.

Cyclohexylamine, a metabolite of cyclamate. Cytogenetic studies in rats of. *Science*, September 12, p. 1139.

Puromycin: Effect on memory of mice when injected with various cations. *Science*, September 12, p. 1143.

Pentazocine. The misuse of. *Journal of the American Medical Association*, September 8, p. 1518.

Ethacrynic acid and gastrointestinal bleeding. *Journal of the American Medical Association*, September 15, p. 1668.

The pharmacist as a drug advisor. *Journal of the American Pharmaceutical Association*, October p. 502

The community pharmacist views himself. *Journal of the American Pharmaceutical Association* October p. 506

Estimation of drug absorption rates from blood concentration profiles. *American Journal of Hospital Pharmacy*, September p. 519.

Diazepam and phenetidine in treatment of epilepsy. Comparative trial of. *Lancet*, October 25, p. 859.

Oral contraceptive therapy. Cardiovascular dynamics in women receiving. *Lancet*, October 25, p. 879.

Probenecid. Inhibition of dapsone excretion by. *Lancet*, October 25, p. 884.

MARKET NEWS

Menthol supplies becoming short

London, October 29: Chinese menthol was nominal on the spot and forward and as a result of this Brazilian prices were up by sixpence lb on the spot and three-pence, cif.

Cochin and Sierra Leone were offering new-crop ginger for forward delivery. Elsewhere in spices pepper was marked up three-pence lb and turmeric was easier by 15s to 20s cwt. Para tonquin beans were lower in price.

Dearer among essential oils were spot lemongrass (by sixpence lb) and Ceylon and Chinese citronella (up three-pence). Brazilian peppermint was again being offered on the spot.

The raising of the German Dm value may have some effect on a number of pharmaceutical chemicals which are imported from that country but importers have not yet made a decision.

Pharmaceutical chemicals

Aluminium chloride: Pure 6s 5d per kg in 50-kg kegs.

Ammonium acetate: Kegs (50 kg) BPC 1949, 7s 3d kg; solution (200 kg drums) strong, 2s 3½d kg.

Ammonium bicarbonate: BP powder £54 10s per ton; carbonate, £83 10s for lump and £87 10s for powder.

Ammonium chloride: 50 kg lots pure powder 2s 5½d kg in paper sacks.

Antimony: Trichloride flake in 25 kg drums about 15s 2d kg; potassium tartrate, USP 9s 6d lb.

Atropine: (Per kg for 500-g lots) alkaloid and methonitrite 1,200s; methylbromide 1,183s; sulphate 970s.

Barium sulphate: BP, 50-kg lots 3s 8d, 250-kg 3s 3½d, in kegs.

Bemegride: BPC 320s kg.

Benzamine lactate: in 500-g lots, 1,023s per kg.

Benzocaine: 50-kg lots 27s 4d kg.

Bismuth salts: Per kg

Quantity (kg)	under 50	50	250
carbonate	s d	s d	s d
salicylate	125 9	124 0	123 0
subgallate	105 0	103 0	—
subnitrate	102 0	100 0	—
	113 6	111 6	110 6

Borax: BP grade, 1,000-kg in paper bags delivered; granular £65, crystals £71; powder £70; extra fine powder £72; anhydrous £75; pentahydrate £65.

Boric acid: BP grade per 1,000-kg; granular £89; crystals £106; powder £97; extra-fine powder £99 in paper bags, carriage paid. Technical is £12 per 1,000 kg less than BP grades.

Bromides: Crystals (per kg).

	Under 50 kg	50 kg	250 kg
Potassium*	s d	s d	s d
Sodium	6 11	6 4	6 1½
Ammonium	6 11	6 4	6 1½
	7 10	7 3	6 11½

*Powder 4d kg more.

Brucine: (Per oz) sulphate 10s; alkaloid 12s 6d for 100-oz upwards.

Caffeine: Hydrate and anhydrous in less than 50-kg lots 32s 9d kg; over 50 kg 30s 3d.

Calcium carbonate: BP light precipitated powder 1-ton lots £47 10s per ton in free bags, delivered. Prepared powder £22 10s ex works.

Calcium chloride: Fused 437s 8d per 100-kg in 12½-kg tins.

Calcium gluconate: (Per kg): 25-kg 10s 4d; 50-kg 9s 9d; 250-kg 9s 5d.

Calcium lactate: 250-kg £412 per 1,000 kg.

Cantharidin: £75 per 100 g.

Chloral hydrate: 50-kg lots 10s 8d kg.

Chlorophenesin: 50-kilo lots 72s 6d kg.

Cinchocaine hydrochloride: 850s kg.

Citrates: Sodium £255, £250, £241 per 1,000 kg for 50, 250, 1,000-kg lots respectively. Potassium £273, £269, £259. Iron and ammonium granular 9s 8d, 9s 7d, 9s 1d kg; scales, 13s, 12s 8d, 12s 5d.

Citric acid: BP granular (single deliveries per 1,000 kg in lined bags), 50-kg £258; 250-kg £250; 1,000-kg £240. Premiums: Anhydrous, granular £18; powder £10; crystals £15.

Digoxin: 100-g lots are 40s per g.

Dinoestrol: 5-kilo lots 1s 3d kg.

Dithranol: BP 330s per kg, for 5-kg lots.

Emetine hydrochloride: £450 kg.

Ephedrine hydrochloride: 4s 9d per oz for 1,000-oz lots or 167s 6d kg for 25-kg. Methyl derivative 425s kg.

Ferrous phosphate: in kegs 7s 11d.

Glucose: (Per ton) monohydrate: powder £76; anhydrous £48 10s; liquid 43° Baume; £59 10s (5-drum lots).

Glycerin: BP grade, per cwt:

	Over 25 tons	5 tons and under 25 tons	1 ton and under 5 tons	Under 1 ton
5-cwt drums ..	s d	s d	s d	s d
2½-cwt " ..	245 0	247 0	250 0	256 0
56 lb tins	248 0	250 0	253 0	259 0
28-lb "	252 0	254 0	257 0	263 0
14-lb "	274 0	276 0	281 0	290 0
	278 0	280 0	285 0	294 0

Bulk tank wagon loads from 241s to 242s. 6d Technical grade, less 5s cwt.

Glycerophosphates: (Per kg); calcium 29s 6d; iron 37s 10d; magnesium 39s 11d; manganese 57s 5d; potassium 50 per cent 9s 8d; sodium 50 per cent 6s 11d; powder 22s 10d; glycerophosphoric acid 20 per cent 12s (in 50-kg lots).

Hexamine: BPC 1959 in kegs 6s lb.

Homatropine: (500-g lots per kg); Alkaloid 1,087s; hydrobromide 858s; hydrochloride 1,017s; methyl bromide 893s; sulphate 1,052s.

Hyoscine hydrobromide: 5,200s kg.

Hypophosphites: Per kg:

Quantity	12.5 kg	50 kg
Calcium	s d	s d
Iron	20 10	19 4
Magnesium	43 1	41 7
Potassium	36 4	34 4
Sodium	28 11	26 10
	23 5	21 5

Hyoscyamine sulphate: 1-kg lots 1,053s.

Iodoform: (per kg) powder, 50 kg 64s 6d; crystals, 6s 6d more.

Isoprenaline sulphate: 5-kg 273s kg.

Kaolin: Light, 500-kg 1s 3d kg; 1,000-kg 1s 2d kg.

Lithium salts: (1-cwt lots) carbonate 5s 9d lb; chloride granular 10s 1d; powder 10s 2½d; hydroxide 6s 5½d.

Magnesium carbonate: 1-ton lots; light £135 6s 8d; heavy £167-£168.

Magnesium hydroxide: BPC, £466 13s 4d per ton.

Magnesium oxide: BP (per ton): light £485 6s 8d; heavy £793 6s 8d.

Magnesium peroxide: BPC (15 per cent) 3s 11d lb for 1-cwt lots.

Magnesium phosphate: Tribasic, BPC 1949 10s 4d kg, in sacks; dihydrogen 9s kg for 50-kg lots.

Magnesium sulphate: BP crystals in minimum 1-ton lots from £24 to £30 per ton, exsiccated £50 ton, ex works.

Magnesium trisilicate: 1-ton £448.

Mercurochrome: 145s 4d per kg.

Mercury salts: Per kg for under 50-kg lots—ammoniated powder 168s; perchloride 145s; subchloride 171s; oxides, yellow 177s and red 182s; iodide (25-kg lots), 122s.

Mersalyl: Acid 275s per kg; sodium 375s.

Methyl salicylate: 250-kg 8s 5½d kg.

Neomycin sulphate: BP 5-kg 550s kg sterile and non-sterile.

Paracetamol: 250-kg 21s 10½d kg.

Paraffins: (In 6-drum lots, per ton) Liquid BP £114 7s 6d; light, £96 5s. Technical white oils; heavy, £101 5s.; light £87 15s. Drums charged and returnable. Soft: white £110-£131 tons and yellow, £79-£107 5s. All in non-returnable drums delivered.

Phenazone: 1-cwt lots 9s 6d per lb.

Phenolphthalein: 250-kg lots BP and yellow 18s 9d kg.

Physostigmine: (100-g lots, per kg); salicylate 13,733s 6d; sulphate 17,574s 6d.

Philocarpine: 1-kg lots hydrochloride 1,379s; nitrate, 1,354s.

Piperazine: under 50 kg; adipate 19s 3d per kg; citrate 18s 6d; hexahydrate 13s 3d; phosphate 20s 6d; tartrate 19s 6d.

Prednisone: 1 kg lots, alcohol and acetate 6s 6d per g.

Prednisolone: alcohol and acetate from 7s per g.

Saccharin: BP powder 1 lb and over 15s 6d per lb, sodium salt BP 14s.

Theobromine alkaloid: 25s 11d per kg cif.

Theophylline: 50-kg lots 37s 3d per kg; hydrate 36s 6d and aminophylline 36s 3d per kg.

Urea: BP £57 ton; technical £38.

Zinc carbonate: BPC 25-kg sacks 4s 9½d kg.

Zinc chloride: BPC 1959 sticks 23s 4d per kg.

Zinc oxide: BP 2-ton lots £135 3s 6d ton.

Zinc peroxide: 1-cwt lots of BP 1953 5s 3d per lb.

Zinc sulphate: Commercial £54 ton.

Crude drugs*

Buchu: 27s spot and cif.

Calumba: Spot 140s cwt; 130s, cif.

Camphor: BP powder 35s kg.

Cardamoms: (Per lb) Tanzanian 20s lb spot; 19s 6d cif. Alleppy green 31s, cif, prime seed 41s, cif.

Cinnamon: Seychelles bark 385s cwt spot; 340s, cif. Ceylon quills (cif), four 0's 7s 4d lb; two 0's 7s 1½d.

Ginger: (cwt) Cochin Dec-Jan 560s, cif. Nigerian split 455s; peeled 450s spot, shipment not offering.

Jamaican No. 3 750s spot. Sierra Leone 475s, cif.

Lobelia: (lb) Dutch, new crop, November delivery 4s 3d, cif; 4s 9d spot. American 12s 9d, cif; 13s spot.

Menthol: (lb) Chinese nominal in both positions. Brazilian 27s 6d, spot; 26s 6d, cif.

Nutmegs: (Per lb, cif). Grenada 80's 6s 6d; sound assorted 5s 5d; defectives 4s 10d. East Indian 80's 6s 9d; 110's 6s; b.w.p. 4s 11d.

Pepper: Sarawak white 5s 9d per lb spot, 5s 8d, cif; black 4s spot and cif.

Seeds: (Per cwt) Anise: Chinese star 175s; Spanish green 255s, both duty paid. Caraway: Dutch 167s 6d spot. Celery: Indian for shipment 950s, cif, spot 900s. Coriander: Moroccan new crop 96s spot 91s, cif. Cumin: Chinese 165s; Iranian 170s both duty paid. Dill: Chinese 120s duty paid; 92s 6d, cif (50-kg). Fennel: Chinese 115s duty paid; 90s, cif (50-kg). Fenugreek: Moroccan 72s 6d duty paid; 54s, cif. Mustard: English 55s-90s as to quality.

Senna: (per lb) Tinnevely leaves spot; Prime Tonquin beans: Para 7s 6d lb spot, 6s 9d, cif.

Turmeric: Madras finger 450s cwt spot; shipment 380s, cif.

Essential and expressed oils*

Anise: Chinese 15s 6d lb spot, 15s, cif.

Citronella: Ceylon 7s 3d per lb spot; 6s 10½d, cif. Formosan no offers; Chinese 6s 3d in bond; 6s 2d cif. Oct.-Nov.

Lemongrass: Spot 58s 6d kg; October-November shipment 54s 6d, cif.

Peppermint: (Per lb) *Arvensis*. Chinese 11s spot; 11s, cif. Brazilian spot 13s 3d; January-February shipment 11s 3d, cif. American *Piperita* 42s to 55s, cif. new crop Italian 95s.

Petigrain: Paraguay for shipment 18s lb, cif; spot 19s.

Pimento: leaf spot 25s to 30s lb; berry 32s 6d.

Pine: *Pumilionis* 15s 6d to 17s 6d per lb; *syvestris* 11s; *abietis* 20s.

New York market

New York, October 27: The price of ethyl ether is to go up from 44 cents to 47 cents per gall. on November 1. USP grades will increase by ½ cent per lb to 11½ cents.

*Prices obtained by importers or manufacturers ex warehouse for bulk quantities

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What's more – Agfa-Gevaert are making sure of *your* Merry Christmas with a great buy-now pay-later scheme! You can buy whatever you want now and you won't have to pay until January. Also there are some super display bonuses.

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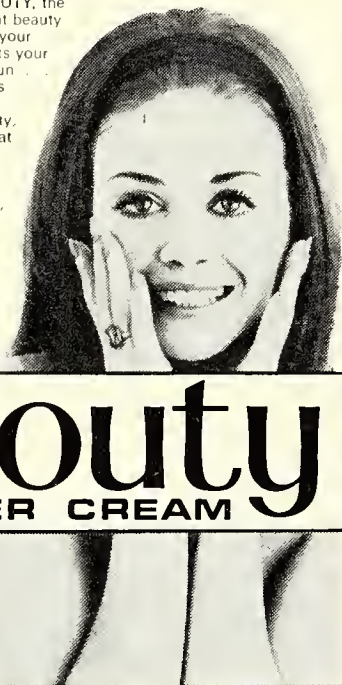
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MAKING FUN FOR THE CHILDREN, WITH THIS COLD, IS NO FUN FOR ME.

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GIVES ME UP TO TWELVE HOURS CONTINUOUS RELIEF. I GET A GOOD NIGHT'S SLEEP NO STUFFY CONGESTION AT ALL.

'CONTAC 400' GETS RID OF MY COLD SYMPTOMS AND ALLOWS MY BODY TO FIGHT THE COLD NATURALLY AND KEVIN STILL THINKS I'M THE BEST MUM IN THE WORLD.

GET RID OF COLD SYMPTOMS FAST, EACH 'CONTAC' CAPSULE CONTAINS TINY TIME PILLS GIVING YOU UP TO 12 HOURS CONTINUOUS RELIEF FROM COLD CONGESTION SNEEZING AND RUNNY NOSE, THE GOOD MEDICINE IN 'CONTAC 400' ACTS THROUGH YOUR BLOOD STREAM GETTING TO THE SOURCE OF YOUR COLD SYMPTOMS AND LETS YOUR BODY FIGHT THE COLD NATURALLY.

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